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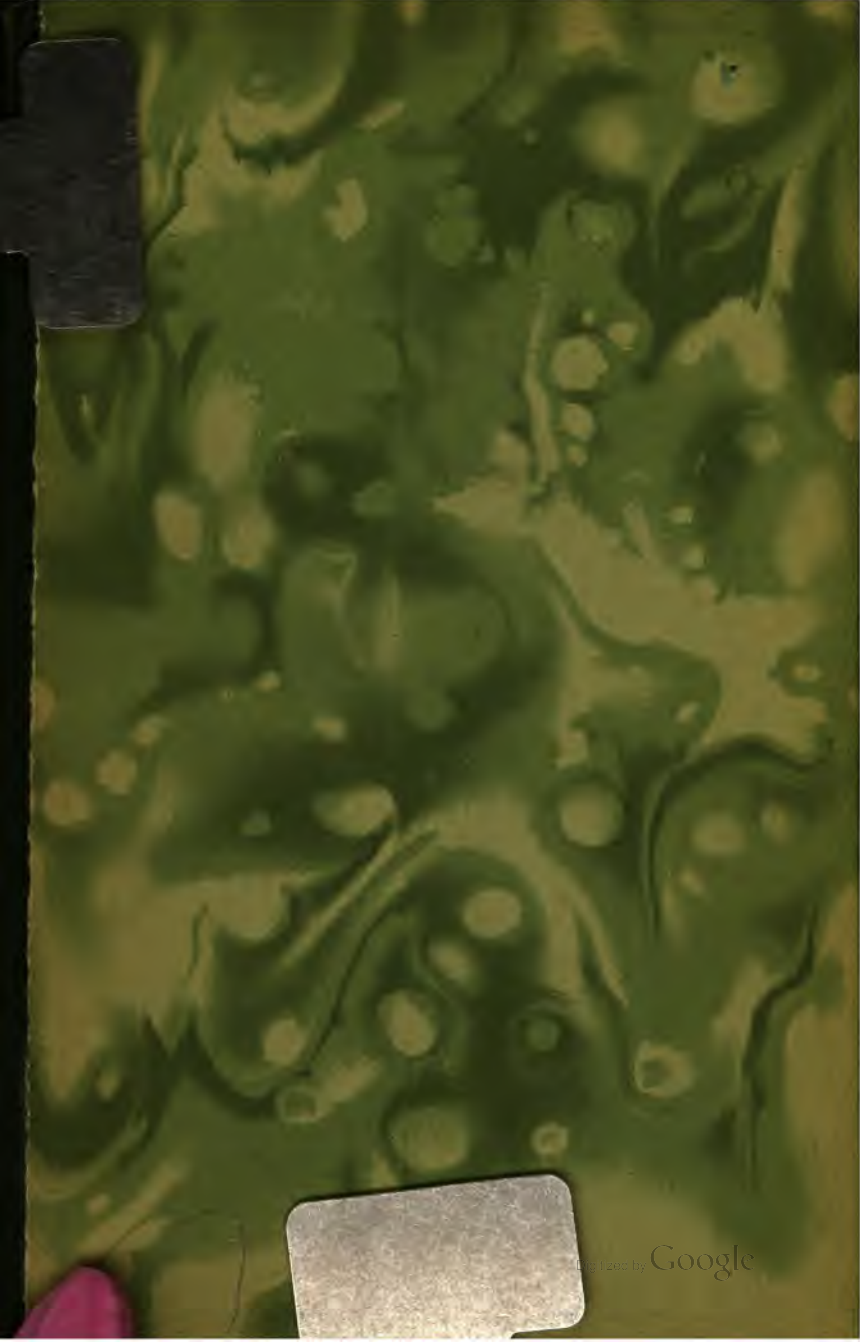
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HAWN COURSE *in* PUBLIC SPEAKING *for Self Instruction*

HENRY GAINES HAWN

*Orator, Lecturer,
Author, Instructor*

*Dedicated to all men
and women who feel
the call of Progress*



occasion speeches

Book Three

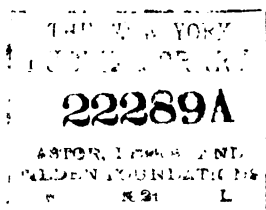


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New York

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FOREWORD

HAVING absorbed the two preceding books, on Fundamentals of Speech and Gesture, the speaker has acquired all he need know concerning *delivery* of a discourse. He will now want to put his newly acquired knowledge to practical use.

He will find in this volume a number of models that will serve him well in any emergency;—brief, adroit, entertaining—addresses to fit almost any occasion.

They are grouped for easy reference and each speech is sparingly marked for the elements of Pause, Inflection, Emphasis and for Gesture and Climax, so that it will be a simple matter to appropriate them to immediate use.

Whether these addresses be used as models or as a source of inspiration, let the speech be spontaneous and whole-hearted. The highest art is to conceal art, and a finished speaker strives to attain such perfection that he can eventually abandon all rules and yield himself entirely to the spirit of his discourse.

Such a consummation will come in time through assiduous practice—these Occasion Speeches will further progress.

OCCASION SPEECHES

INTRODUCTION

Topics of Universal Interest.

THIS Third Book of the Hawn Course in Public Speaking is titled "*Occasion Speeches.*" It is of inestimable value to the speaker who wishes to deliver a speech on an occasion and is at a loss for suitable material.

Let us say right at the beginning that no wonderful accomplishment is claimed, no inspiration, no unusual qualities for the speeches presented. They are plain, straightforward examples in good taste on subjects most frequently called for in the average walk of an average life. They are couched in every day language without attempts at flights of oratory. They are the kind of discourses which any American citizen would be apt to extemporize for himself. Better speeches may be found, but these have the advantage of being original, and on topics of universal interest.

These speeches are not to be committed and delivered as written. They are intended to serve merely as models so that men and women who may be called upon to say something appropriate on an occasion, will have a guide or basis on which to build his or her speech. They may in an emergency however be used in entirety, in part with other original matter, or parts of different speeches may be combined into one new speech to serve the purpose. The speaker is supposed to use his ingenuity—condense, enlarge, change or interpolate to meet his requirements.

Marked for Delivery

The speeches are marked so they may be used conveniently for practice or delivery. Pause, Emphasis, Inflection, Climax and Gesture are indicated. A dash between words and sentences suggests a pause. Words in *Italics* to be emphasized by the use of any of the elements such as Volume, Time, Pitch and Quality. An upward or downward stroke indicates rising or falling Inflection. Words in CAPITAL LETTERS indicate the climax or the predominant thought. The small figures between the words suggest the Gesture that may appropriately be used and apply to the words following the

numeral. Illustrations of these Gestures are inserted in the back of this book, and numbered correspondingly.

Here again, the speaker need feel no necessity of conforming to the exact indications. These marks are in no way obligatory, but merely suggestions. If other Gestures are preferred or different emphasis desired, there need be no compunction in not following these. After all it is a matter of personal interpretation. Many forceful speakers use no gestures at all. Some use few—it is left to you to use your own discretion.

If you have assimilated *Books One* and *Two*, you should be able to use the elements of speech properly for these or any other speeches you may care to deliver. If you are in doubt, put on the record "*A Vision of the Past*," and renew your acquaintance with the analyses of fundamentals or elements.

Excellent and Pleasant Drill

Even though you do not use these speeches actually before an audience, you will gain much by going over them, studying their composition, and endeavoring to deliver them before an imaginary gathering with gestures and the other essentials of speech. It will be a pleasant exercise and a mental stimulation.

When you put on the records for "*Occasion*

Speeches," play them, while you listen to the general effect, then try to reproduce the effect by imitation, gesturing freely at the same time. It will benefit you amazingly, for your ear will unconsciously retain many of the elements of oratory. Apply the same character of delivery to the speeches which have no phonograph records.

Grouping of Speeches

The contents are divided into six parts for convenience.

PART I. consists of Occasion Speeches with record reproductions of the voice. There are fourteen of them as follows:

- | | | |
|-----------------|------------------------------------|------------------------------------|
| Record Number 3 | { | <i>Unexpectedly Called Upon</i> |
| | | <i>Before a Woman's Club</i> |
| | | <i>At a Lodge Meeting</i> |
| Record Number 4 | { | <i>To Employees and Associates</i> |
| | | <i>Decoration Day</i> |
| | | <i>Address of Dedication</i> |
| Record Number 5 | { | <i>Presiding at a Meeting</i> |
| | | <i>Introducing a Singer</i> |
| | | <i>Presenting a Gift</i> |
| | | <i>To a Graduating Class</i> |
| Record Number 6 | — <i>Speech on Americanization</i> | |
| Record Number 7 | — <i>A Toast to the Flag</i> | |
| Record Number 8 | { | <i>Nominating Speech</i> |
| | | <i>Accepting Nomination</i> |

Speeches for Social Occasions

PART II. is a collection of social speeches for banquets, dinners, anniversaries, weddings, etc.

Some of them are humorous, aimed to entertain; while others are more serious. The wit may not be of the highest order, but it was not intended to have them *high-brow* nor pedagogic. It is not anticipated that you will follow them blindly, but use only as much as appeals to you and reject the rest.

Business and Political Speeches

PART III. are addresses that may be called for in business or politics. They are useful before boards of directors, business meetings, commercial organizations, political gatherings, etc. They are merely models and can be altered to suit your requirements.

Americanization Speeches

PART IV. is a new and needed collection of speeches. The object being to present American ideas and ideals to audiences consisting either of native born Americans or foreigners who have come to this country, and who should be educated along National lines and aspirations.

These speeches are impregnated with high ideals, and generous impulses, that serve to inculcate a love for this wonderful land, a reverence for its flag, a proper understanding of its institutions and faith in the good intent of every man. There is need for work of this kind, and we hope these discourses will fulfill their mission. They are short and to the point, the language is simple and dignified—easily understood even by an alien whose knowledge of English is limited. The speaker will find in them excellent material for addresses before any gathering of people,

especially for holidays, Decoration Day, Washington's Birthday, Fourth of July, etc.

Famous Orations

PART V. This division contains a few short speeches by celebrated men on national topics, that serve to show the trend of thought of a few great American orators and thinkers. They are the accepted standards of excellence and are reprinted here for comparison and inspiration.

Illustrations of Gesture

PART VI.—A few pages of illustrations, taken from *Book Two* on Poise, Position and Gesture, and numbered to correspond with the figures used in the text of the Occasion Speeches in this book. The object of repeating them is merely a matter of convenience for quick reference.

Remember the Markings of the Text

A dash — signifies a Pause between words or sentences.

Words in *italics* are to be emphasized.

Words in CAPITALS indicate the important thought or climax of the speech. A large initial capital letter in a capitalized word means emphasis on that word.

The inflection marks \ /, v or ^ indicate upward or downward Inflection.

The little numerals ³, ⁶ refer to the gestures similarly numbered at the back of the book and are to be used with the words immediately following.

PART I

SPEECHES *with* RECORDS

THE following fourteen Occasion Speeches are accompanied by phonographic records which enable one to follow the words and accurately reproduce for tone and quality. The titles of each speech correspond with those on the records. Some records have three or four speeches divided by short intervals. Records Number 6 and 7 have only one selection each.

Following the text of each speech is a brief analysis of the elements, corresponding to the voice on the record. The printed text is marked for Pause, Emphasis, Inflection, Climax and Gesture. Some of the speeches are not completed, breaking off in the middle of a sentence. It is intended that the speaker shall continue in his own words and complete the speech.

To study or imitate these speeches, put on the record corresponding in number and listen to all the modulations and variations. Then stop the phonograph and deliver the speech as nearly like the original as possible. In the

course of a few repetitions you will readily imitate the record and be able to deliver the speech correctly. Once having acquired the art of using the elements in speaking, you will find it easy and will do it instinctively. The alternate speeches in the second and subsequent divisions of the book you will naturally deliver in the same style applying what you have learned from these records.

We have limited the number of gestures in this book to ten for the purpose of simplification. When the same gesture is suggested several times in succession, take the other hand for its second use. In the *Gesture of Enumeration* (6), divide the recurring Gestures between the right and left hands, if they do not seem to fit into your requirements or substitute other Gestures from *Book Two*.

UNEXPECTEDLY CALLED UPON

Record Number 3—(First third.) Slow down Record to where the voice appeals most favorably to you.

Mr. Chairman, \ Ladies and Gentlemen: \—

To say that my being called upon to address you is *sudden*, \—is to express it mildly; \—it is positively *cyclonic*, /—and overwhelms me with a mingled feeling of *surprise* and *anxiety*. \—The *surprise* amounts to alarm for *myself*, /—and the *anxiety*, is solely on *your account*. \—That *anxiety* I shall quickly remove, \ by saying—I shall detain you only a *minute*. \—It is a far cry² from the mining camps in the *west* \—to the conviviality of an occasion 'like *this*. /—

Were I showing you the naked grandeur of our *mountains*, >—I could grow almost *eloquent* in language and in manner; \—BUT TO ADAPT MYSELF TO THE HIGH STANDARDS,—SHOWN BY THE OTHER SPEAKERS, \—IS A TASK—I SHALL NOT EVEN ATTEMPT. \—If a genuine *delight* in 'being with you this evening, \—if 'appreciation of your being—*my guest*, \—if 'an honest desire to emulate *you*,—until I make a better showing than this, \—if ⁸*these*, / I say, can in any way bridge the chasm between your polite world—and my sphere of unpoetic *business*, \—I shall count this whole experience as—

(The speaker is expected to supply his own Conclusion.)

Analysis of "Unexpectedly Called Upon"

Although you may never have spoken in public in your life, should you be called upon to address an audience, large or small, get up on your feet at once, brace the shoulders slightly backward, take a deep inhalation, and having done so, draw in the diaphragmatic muscle strongly, hold the head erect, leave your arms quietly at your sides, and hold this position, without saying a word for an appreciable time. All of this will give you a certain sense of poise and courage, and the assumed attitude of ease will give the audience a sense of confidence in you. It is to be taken for granted that you are honestly inexperienced in Public Speaking, and are really unprepared; still, common courtesy and your sense of manhood, demand that you make an attempt to speak, no matter how crude your effort may prove. This specimen speech endeavors to show you how you may open such an address, merely leading up to the point where you may launch forth into really saying something if you so desire.

The speech is purposely not finished on the record. Let us now analyze it with reference to its delivery.

VOLUME.—The very fact that you are a tyro will suggest to you the absurdity in trying anything in the way of "*an oratorical delivery*." Let your Volume be that of daily conversation, slightly increased upon thought words.

TIME.—A little rapid; because familiar discourse.

PITCH.—As all talking machines elevate the Pitch very perceptibly at each move of the Regulator from "*slow*" towards "*fast*," in using this record,

adjust the speed and note how the lighter Pitch of voice is best suited to the substance of the speech, making and keeping it conversational. Usual elevations in Pitch for Emphasis and for the Inflections.

STRESS.—Never more than moderate.

QUALITY.—Never emotional, so employ the best tone possible to indicate birth and breeding.

PAUSE.—The beginner should never try long statements. Use the Rhetorical Pause constantly; as by so doing you not only keep your thought clarified, but gain time in which to formulate your next thought.

EMPHASIS.—Nothing to notice particularly; usual Emphasis on thought words.

INFLECTION.—Intending this Record as a help to the beginner, use the falling Inflection (making complete statements) as often as possible.

Note the double Inflections after many of the words.

ENUNCIATION and PRONUNCIATION.—
“Address,” this word is accented on the second syllable for both noun and verb. The first “c” in “*cyclonic*” is “s,” the second “k.” “*Overwhelms*,” only three syllables in this word; even people of some education speak of an “*el-lum tree*,” and hence would say “*overwhel-lums*.” Put a good strong “r” into the word “*alarm*.” “*Mountains*,” the “a” should be dropped from the second syllable of this and all such words, hence say, “*mountin*.” “*Eloquent*,” good round “o” in second syllable. “*Emulate*,” alphabetical “u” in the second syllable; not “*emerlate*.” “*Chasm*,” one syllable; not “*chas-um*.” “*Evening*,” three distinct syllables; not “*ev’ning*.”

ADDRESS BEFORE a WOMAN'S CLUB

Record Number 3—(Second third.) Slow down Record to where the voice appeals most favorably to you.

Madam President and Women:\—

The men of America—owe you an *apology*,\—and I am here to *offer* it.\—As a mere man,—I have shown you “how the old *order changes*,”\—by addressing you as *mere women*.—

For many *years* now,\—at least ²behind closed *doors*,\—Women's Clubs, Women's Journals and Women's activities in general\—were things set apart—as being, not only distinct *from*,\—but of lesser moment than *masculine* matters.\—But, while we have ⁷appraised your organizations—and endeavors thus *slightingly*,\—you, with serenity—have pursued your way—until you are a *force* to be reckoned with.\—You are a *power* in the ⁶preservation of *culture*;\—you are a ⁶custodian—of *morality*;\—you are a ⁶guardian of *cleanliness* and *uplift* in the Arts;\—and now, with the ⁷*ballot* in your possession,\—you walk with us, *shoulder to shoulder*,\—keeping even step in the march—of progress.\—

Individually,—women may still prefer the

gallantries,\—the flippant *flatteries* from a man who stands before them as I do now;✓—to hear allusions ⁶to their *charms*,\—⁶their *daintiness*,\—⁶their sparkling *eyes*\—and ⁶‘glowing *cheeks*;’\—hear themselves classified as *ornaments* of life.\—But, ⁸*collectively*,✓—I know they cannot fail to respect a man—who has the courage to face them,\—GIVING FULL CREDIT—TO THEIR WORK OF HEART AND BRAIN AND HANDS,\—ACKNOWLEDGING ⁸THEM AS HELPMATES,—IN THE CAUSE OF HUMANITY,✓—and yet point out their *short-comings*.\—A great fault in woman is——

(The speaker is expected to supply his own Conclusion.)

Analysis of “Address Before a Woman’s Club

VOLUME.—There are such a multiplicity of Women’s Clubs in these days that the man who has the least ability in the Art of Public Speaking would surely, sooner or later, be invited to address such an organization. So you cannot escape this ordeal, The women furnish a critical and knowing audience; and all, except the most experienced, fight shy of addressing a Woman’s Club. It is wise to welcome all such opportunities, “*and do the best you can.*” All men report that they are never so self-conscious as facing an audience in which women are largely predominant. They say that they become conscious

of their clothes, wonder if their trousers are properly creased, if their hair is properly parted, if their shoes have the required polish, etc., etc. All of this is good; for it will put you on your mettle. No place of speaking so demands self-control, in voice and manner, as this talking to a woman's organization. Observe carefully all the laws of Position and Voice. Let your opening words be firmly said, and let the address contain, some such introductory remarks as we find on the record; which we now consider with reference to Elements of Speech.

VOLUME.—Conversational; until such time as you choose to become oratorical, by leading from these colloquial remarks into dignified address. Usual changes, slight increase for sake of Emphasis.

TIME.—A little quick at first to suggest the familiar attitude; slowing up for the more serious moments.

PITCH.—That of daily conversation. Changes, for Emphasis and Inflections.

STRESS.—Only that required for distinct enunciation.

QUALITY.—Musical tone demanded by polite usage, with slight touches of the martial upon the expressions, "*shoulder to shoulder*," "*keeping even step in the march, etc.*"; and a slight sarcastic quality in the voice upon the expressions, "*charms*," "*daintiness*," "*sparkling eyes and glowing cheeks*."

PAUSE.—Note the Rhetorical Pauses, throughout.

EMPHASIS.—Thought words only.

INFLECTIONS.—Falling quite frequently, to

make as many statements as possible. Note this falling Inflection upon the words, "*culture*," "*morality*," "*arts*." A peculiar falling Inflection is employed upon the word, "*collectively*," this for the sake of strong Emphasis, but it turns up immediately to bridge the thought over.

ENUNCIATION and PRONUNCIATION.—Be careful to sound distinctly the "*t*" at the end of the word "*distinct*." "*Appraised*," the second syllable of this word is the alphabetical "*a*", and never "*ap-prized*." "*Organizations*," never accent this word on the second syllable, "*gan*." "*Pursued*," not "*pursood*." "*Allusions*," long "*u*" in the second syllable, not "*alloosions*." This speech remains unfinished; "*there is a reason*."

At a LODGE MEETING

Record Number 3—(Last third.) Slow down Record to where the voice appeals most favorably to you.

Mr. Grand Master[✓] and Brothers:[\]—

(Always use proper salutation)

Only *recently*—has it been borne in upon me—that it is a blessed privilege to be one of you in fraternal *vows* and in *fellowship*.[\]—I heard a Lecturer recently[✓]—who enlarged upon the loneliness of each individual *life*,—and showed how that loneliness could be *overcome*.[\]—His doctrine was,—that by loving-concern *in*—and heart knowledge *of*—the worlds of ‘matter’[\]—‘mind’[\] and ‘spirit,’[✓]—and in this way *only*,⁸ could life be made abundant.[\]—He argued—that the beauty of the rose is not for us—if we do not *see it*,[\]—that music falls on *deaf ears*,[✓]—if we do not *heed it*,[\]—that human affection is not for *us*,[✓] unless we *give it*,[\]—²THAT EVEN LIFE IS NOT FOR US,[✓]—IF WE DO NOT LIVE IT.[\]—And as I listened,[\]—I could not but reflect,—that this was a doctrine as old as the pyramids,[\]—and that only *now* is mankind awakening——

(The speaker is expected to supply his own Conclusion)

Analysis of “At a Lodge Meeting”

If you are a member of a fraternal organization, you will have many opportunities for practice in the

art of Public Speaking. In fact, it is your duty to participate in the speaking activities. On this record, are a few opening sentences, most informal, which will be appropriate to use upon a regular Lodge meeting night. You can add to it at your pleasure.

VOLUME.—Loud enough to be heard by all; slight intensification upon thought words.

TIME.—Moderate and deliberate.

PITCH.—A trifle higher than conversation.

STRESS.—A little strengthened for the sake of vitality.

QUALITY.—That of good conversation, changing to a little more musical tone with the touches of poetic imagery, where you allude to the “*rose*” and to “*music*.”

PAUSE.—Only the Rhetorical.

EMPHASIS.—Upon thought words. Notice the strong Emphasis upon the prepositions in the expressions, “*loving concern in*,” and “*heart knowledge of*,” for strong contrast.

INFLECTION—*as indicated.*

ENUNCIATION and PRONUNCIATION.—“*Privilege*,” “*lege*,” not “*lige*”. “*Individual*,” five distinct syllables, “*in-di-vid-u-al*” (long “*u*”), not, “*indi-vidjal*.” “*Abundant*,” “*ant*,” not “*unt*” or “*ent*.” “*Deaf*,” the only vowel sounded in this word is the short “*e*”; this word is never “*deef*.” “*Human*,” strongly aspirated “*h*” and never “*yuman*.”

TO EMPLOYEES and ASSOCIATES

Record Number 4—(First third.) Slow down Record to where the voice appeals most favorably to you.

Mr. Chairman and Fellow-Workers—in the
Brown Corporation: / t

In congratulating you upon the sum total of your year's work, \ —as expressed in the great out-put of *material*,—in the satisfaction which you have given both your customers and employers,—I am really congratulating myself. / —For the keynote of our organization is,—as you know,—*this* \ —⁷one for *all* ^ and ⁸all for *one*, \ —co-operation and *service*. \ —As I am a humble part of this great *whole*, / —I shall not *enlarge* upon the success—shown during the fiscal year, \ —as it would sound too much like self *commendation*. \ —

⁷Success is not a thing of *itself*, \ —it is merely a by-product of *service*, \ —and I shall close by saying, / —

⁹“All service ranks alike with *God*, \ —

⁸There is no *first or last*,” \ —

And I give you *this* as a *parting thought*, \ —perform each your part—in this endless chain of *service*, \ —for the link makes the *chain*, \ —and you will have an abiding faith in *us*, —³AND OUR MUTUAL FAITH—WILL MAKE FOR MUTUAL—PROGRESS! \

Analysis of "Address to Employees"

The words on this record might just as appropriately come anywhere in the "*body*" of an address of this character, as at the beginning. Here, as in all of these occasion speeches, the effort has been to suggest *the line of thought* to be followed and to indicate to your ear its best manner of delivery.

VOLUME.—Just loud enough to fill the hall. Slightly enlarged upon thought words.

TIME.—Mostly a little rapid, so as to avoid being pompous, but slows up very perceptibly upon the expression, "*One for all and all for one,*" and upon the two quoted lines of poetry.

PITCH.—Conversational.

STRESS.—A trifle forceful to suggest earnestness, upon the words "*service,*" "*chain,*" "*faith,*" "*progress.*"

PAUSE.—Rhetorical only, except before the word "*progress,*" where it is a pause of Dramatic suspense.

EMPHASIS.—Upon thought words only.

INFLECTION.—Complete (falling) or incomplete (rising) as the sense dictated. Notice the rising inflection upon the word "*myself.*" For the sake of unusual Emphasis.

ENUNCIATION and PRONUNCIATION.—"*Congratulating,*" be careful not to say "*congrachulat-ing.*" "*Perform,*" put the "*r*" into this word, it often sounds like "*pufform.*" "*Progress,*" being the "*noun*" it is pronounced, "*prog-ress,*" accent on the first syllable; the verbal form is "*progress.*"

DECORATION DAY

Record Number 4—(Second third.) Slow down Record to where the voice appeals most favorably to you.

Fellow-Citizens:—

As a boy I hailed the dawn of Decoration Day, simply—as an added *holiday*—as a release from the tedium of the *schoolroom*. I reveled ²in the flaunting *flags*,—in the music of *bands*,—in short, ¹it seemed—but a time for *merry-making*.—Now, [^]—in the ⁸maturity of life, [^]—I catch its meaning. It is *fitting* that we stand here—with uncovered heads—and reverent *hearts*—to express our heartfelt appreciation of this meaning. [^]—⁴It means a calvary—for each soldier who died for us.—This is not *figurative*, [^]—but *literal*,—and their sacrifice—has not been in vain.—

We—still stand beneath ⁹*God's arching blue*,—only because ³*they*—lie under the *sod*.—The joy of living is still *ours*,—but it has been bought for us—by their *agony* and *blood*.—Naught we can do, can repay our debt—to these noble dead.—⁶Our *eyes*,—⁶our *hearts* are brimming with tears, [^]—⁸tears for those we have *lost*; [^]—⁸tears for the *be-reaved*; [^]—but our tears are prismatic with *joy*,—as we resolve,—that their sacrifice,—UNSWERVINGLY CONSECRATES US, ⁹*God* [^]WILLING,—To [^]LIVE WORTHILY—AS THEY DIED [^]WORTHILY.

Analysis of "Decoration Day"

As the place of speaking necessarily has its influence upon the delivery of a public address, we have chosen the theme suitable to Decoration Day, as supplying you with an imaginary out-of-doors audience. This fact, of itself, will prepare you for these two suggestions, one that the voice be louder in volume (always requisite for open air talking) and the words spaced further apart than when talking indoors.

VOLUME.—Full; as has been said, because the talk is out in the open air, and because of the solemnity of the theme.

TIME.—Slow time; because for the reason just stated.

PITCH.—Quite low; never high, because there are no thoughts other than the solemn in the occasion or in the speech.

STRESS.—Very strong, suggesting suppressed emotion.

QUALITY.—A little bright, through the first sentence, as you recall your boyish attitude towards Decoration Day as being only a holiday, but never without its tinge of sadness. On the word "*now*," let the voice be so sympathetic in quality that it almost suggests the minor key. From this point, the richest quality of tone of which you are capable.

PAUSE.—Rhetorical pause, of long duration.

EMPHASIS.—Stronger than in familiar discourse, and also at the demands of emotion. Particularly strong upon the words, "*now*," and the "*of*" in the phrase "*of this meaning*"; also very strong upon the

contrasted "*we*" and "*they*," "*blue*" and "*sod*," "*agony*" and "*blood*." Bring out the expression, "*God willing*," very strongly. Contrast the words, "*to live*" and "*died*."

INFLECTION.—Exaggerate all Inflections, both falling and rising. Note the double Inflection upon the word "*now*" and upon the expression, "*God willing*." Also, the double Inflection upon "*to live*" (rising-falling in high pitch) and falling-and-rising in low Pitch upon the word "*died*."

ENUNCIATION and PRONUNCIATION.—"*Tedium*." In American English, this is a three syllable word, "*te-di-um*"; in British English, the "*d*" becomes a "*j*," and such words are pronounced "*tejum*." "*Reveled*," only the first two "*e*'s" are sounded in this word; the last "*e*" is entirely omitted. "*Flaunting*," remember it is the "*au*" sound in the word "*launch*." "*Flags*," the most generally mispronounced word in the English language, usually given such a flat vowel quality that it sounds like "*fleg*." "*Maturity*," long "*u*" in this word. "*Reverent*," not "*int*" or "*unt*." Do not confuse "*Calvary*" with "*Cavalry*." "*Figurative*," long "*u*" in this word, not "*figerative*." "*Literal*," obscure the final syllable "*al*" into "*ul*." "*Sacrifice*," the final "*c*" in this word, in elegant usage, is always given as a "*z*" sound for both noun and verb.

ADDRESS of DEDICATION

Record Number 4—(Last third.) Slow down Record to where the voice appeals most favorably to you.

Ladies and Gentlemen:—

It is a maxim as old as *history*,—that no man has a right to *'destroy* unless he *'re-build*;—*'to deprive* unless he *'restore*;—to *'take* unless *'he give*.—This is the thought—which comes to me as I stand *here*, *'under God's—vaulted sky*—to dedicate this building to *Him*—and to the sons of living men;—*'in the name of our American boys whose lives were taken*,—only that we might construct a fairer fabric—for our great Republic,—and rear throughout the *length and breadth of the land*,—*'not monoliths—of meaningless stone*,—*'not the urns of quarried marble*,—*'but structures such as these*—to provide *health, comfort, education*—and *advancement*—to those who come after them.—

Surely, were it my good fate to have given my *life* for my *country*,—I could desire no better *'memorial than this*.—You men and women,—who have given of your *means* and of your *encouragements*,—*'and ye boys* who lie in *Flanders Fields*,—be at *peace*—and know that your work is *well done*,—for this

building,^ the bond of love between the *quick* and the *dead*,^—will speak through the years to *come*,^—and record the deeds of *both*,^—⁹AS A MONUMENT WHOSE MOTTO IS—
HUMAN SERVICE.^

Analysis of "Address of Dedication"

Once more we have a theme which calls for the dignified employment of all the elements of the Science and Art of Speech. You may conceive of the place of meeting as being either in-doors or out in the open. If, in the latter, all the elements must be slightly exaggerated. In either case, severe dignity is required in voice, posture and gesture. As already stated these Occasion Speeches are intended only to suggest to you the appropriate *kind of thought* and the mode of delivery suitable for each occasion.

VOLUME.—As the theme is one of superlative dignity, even in a small auditorium, a certain "*big-ness*" of tone is appropriate. A delivery too conversational would not be in keeping with the occasion. Very quiet volume on the word "*peace*"; large volume of tone upon the expression "*human service*."

TIME.—Less than moderate throughout.

PITCH.—Preferably low. No serious thought can be expressed in a high Pitch of tone. Usual changes for emphasis and inflections.

STRESS.—Slightly intensified, denoting earnestness.

QUALITY.—Rich quality of voice throughout, and for the pathos leaning towards a minor key.

PAUSE.—Rhetorical, as usual; and one of suspense before the two closing words, "*human service.*"

EMPHASIS.—Strong throughout, usual modes employed; emphasize the word "*peace*" by decrease of volume.

INFLECTION.—Strongly indicated; thought words, as usual. Strong falling Inflection upon the word "*Him,*" although in the middle of a sentence, implying reverence. In the paragraph beginning, "*in the name of our American boys*" and ending with, "*come after them,*" being an enumeration of values, the speaker could, with propriety, employ the falling Inflection, making a complete close at the end of each statement (or part statement), or, sustain the voice, thus binding together each thought in the series.

ENUNCIATION and PRONUNCIATION.—"*Maxim,*" short "i" in the second syllable, not "*maxem*" or "*maxum.*" "*Destroy,*" the "e" in this word is the alphabetical "e", not "*distroyed,*" or "*desstroyed.*" The same ruling applies to the word "*deprive.*"

"*God*"; no word in our tongue requires such a nicety in its proper uttering; in American usage, it is properly given with the "o" sound made the "o" short; but, if the least bit too staccato, it sounds profane, and yet in this country it is never correct to make the word "*Gawd.*" "*Thought,*" the vowel sound in this word is clearly pronounced; not "*thot*" as is so often heard. "*Rear,*" approximately two syllables. "*Urns,*" the letter "r" must be clearly audible. "*Education,*" the "d" sound must be clearly indicated, and the "u" given full value, "*ed-you-cay-shun.*"

PRESIDING at a MEETING

(Introducing a Speaker)

Record Number 5—(First quarter.) Slow down Record to where the voice appeals most favorably to you.

Ladies and Gentlemen:\ —

As your presiding officer,^ — it is not only my *duty*^ but a highly valued *privilege*\ — to be able to present to you—such a distinguished *guest* as he whom our club honors tonight.\ —²His very *presence*—is an inspiration;\ —so much so that I am strongly tempted to launch forth upon a long *eulogy* of him.\ —His ⁶standing in the world of *men*,\ —⁶his world famed *statesmanship*,\ —⁶his gifts of *oratory*\ are well known^ to you *all*.\ — In truth^ to say,—we are not honoring ⁷*him* by this gathering *tonight*;—rather is *he*,⁸ honoring *us*!\ — He has come from a long distance to *meet* us,\ face to *face*,\ —AND TO SHARE WITH US—HIS GREAT GIFT OF HEAD AND HEART—²WHICH IS—ELOQUENCE.\ —

As your *President*,^ — I welcome ¹him to this *hall*^ — and shall no longer stand between him and your eagerness to see and hear—this gifted son of the State of *X*,\ who will speak to you upon—“*World Reconstruction*.”^ —

I take great pleasure—in introducing—*The Honorable Charles LeRoy Farrington*.\

Analysis of "Presiding at a Meeting"

VOLUME.—One of the rarest of human beings is the man who can serve in the capacity of a Presiding Officer. It would be a distinct service to train men, in every community of our fair land, for this function. The chief faults to be found with the chairmen of public meetings, are, that as a rule, they talk too long, say such high sounding things of those whom they are to introduce, that only supermen could live up to them, and lastly, they tell all that the poor speaker is to say, thus stealing "*his thunder*." Let your speech of introduction be brief, complimentary—but not too eulogistic—take about two minutes in time and never show any but the most *shadowy* knowledge of the subject matter to be presented by the speaker.

At least in a matter of brevity, the speech of Introduction, which we are now to analyze, in reference to its delivery, may serve, not only as a *sample*, but as a *model*.

VOLUME.—Loud enough to be audible, in accordance with the size of the room.

TIME.—Moderate. A little hurried, through the enumeration, and retarded during the mentioning of the speaker's name.

PITCH.—Conversational. A trifle higher as you progress in the enumeration. Quite elevated, as you announce the title of the speech and the name of the speaker.

STRESS.—Colloquial throughout; but slightly intensified upon the word "*eloquence*."

QUALITY. As the title of the oration to be delivered, "*World Reconstruction*" indicates that it is

to be a serious talk, a light flippant quality of tone, would not be suitable. Use the quality of tone, which any dignified man would use in serious discussion.

PAUSE.—The Rhetorical Pause, after every thought group; Pause of Emphasis; and the Pause of Suspense, before the word “eloquence,” before the title of the address, and before the speaker’s name.

EMPHASIS.—Upon thought words; and special Emphasis to contrast “him,” “he,” “us,” in the sentence, “*In truth to say we are not honoring him by this gathering to-night; rather is he honoring us.*”

INFLECTION.—Falling Inflection after the salutation, “*Ladies and Gentlemen.*”

Falling Inflection after “*inspiration,*” the thought being complete. Inflection partly closed upon the word “*known,*” but bridged over quickly into the expression “*To you all.*” Part falling Inflection upon the word “*heart.*” Full falling Inflection upon the word “*hall,*” but picked up again and carried *legato* over into the next thought.

ENUNCIATION and PRONUNCIATION.—Here is the word “*officer,*” don’t make it sound like “*awfficer.*” Insert the long “*u*” into the beautiful word “*duty*” (not dooty); use caution in your pronunciation of “*launch,*” American usage inclines toward the “*a*” sound in “*fall.*” Be careful to insert the long “*o*” sound in the word “*eloquence,*” it is often heard “*elle (r)-quence.*” Make the second syllable in “*pleasure*” obscure itself into “*yur,*” else you get “*Pleasyoor.*” Put a long “*u*” (combination *y+oo*) into the word “*introducing,*” not “*introdoocing.*”

INTRODUCING *a* SINGER

Record Number 5—(Second quarter.) Heading omitted on Record. Slow down Record to where the voice appeals most favorably to you.

We are now to be charmed—by, what to *me*, is the *rarest* of human gifts, \—the gift of *song*. \—I once heard an old Methodist *preacher* \—who, on listening to a great *singer*, ^ said,—with tears streaming down his *face*, \—that to him, the strongest proof—of the ⁹existence of a *heaven*—was the fact—that his own unsatisfied *yearning* on earth—was,—that he *might sing*. \—He felt *sure* ²that God would never have implanted this yearning within his *heart* \—unless it was intended—that in *some time* and *place*, ⁸it should be *gratified*. \—I am sure—that you *will*, \ ³*one and all*, \—sympathize with the *preacher*, \ when you have heard the silvery voice of *Madam Strong* of the Metropolitan Opera, \ whose singing will not only make you yearn for *heaven*, /—BUT DECEIVE YOU IN THINKING ⁴THAT YOU ARE THERE. \—*Madam Strong* will be accompanied by *Miss Eleanor Brown* at the piano.—It gives me great *pleasure*—to introduce *Madam Strong* and *Miss Brown*. \

Analysis of "Introducing a Singer"

VOLUME.—As the purpose of music on a program is to entertain rather than to instruct, the sub-

stance of your introduction for a musical number may be in a lighter vein than when presenting a serious speaker. The Volume employed is that of audibility, a little louder on thought words.

TIME.—A little faster than moderate because the wording is less formal.

PITCH.—Colloquial, changing only for the elevation in tone demanded by emphasis.

STRESS.—Never intensified, merely that of conversation.

QUALITY.—A little bright, suggested by the theme of music. Never impassioned Quality.

PAUSE.—Rhetorical Pause throughout, but of short duration, as there is no solemnity in the subject matter.

EMPHASIS.—On all thought words, a little intensified on the names of the singer and of the accompanist. Never omit to include the accompanist by name in your introductions of musical numbers. This is a breach of common courtesy.

INFLECTION.—Falling Inflection upon all complete thoughts; part falling Inflections, where the thought is partly closed, but in a speech of the informal nature of this, turned up quickly into the following thought.

ENUNCIATION and PRONUNCIATION.—Give the word "*silvery*" the time values of three distinct syllables, not forgetting that the final letter "*y*" is a short sound of "*i*". The word "*accompanied*" must have the "*o*" sound made into its sound in the word "*come*", not "*kom*."

PRESENTING a GIFT

Record Number 5—(Third quarter.) Slow down Record to where the voice appeals most favorably to you.

Mr. *President* of the Century Club: ✓—

Your co-mates have assembled here *to-night*—to do you honor, \—and to bid you *God-speed*—as you go from us into a *larger* field of endeavor and *usefulness*. \—

No words can convey to you, either our *appreciation* of all that you mean to us,—⁶as an efficient presiding *officer*, ✓—⁶as a friend \⁶and as a man; \—or our sense of loss \ in your departure. \—

The privilege is given me, of acting as *spokesman* for our club members, ✓—⁵not because of any *gift of eloquence*,—but only because they knew—that ³no man among us,—could speak more *heartily* or with deeper *sincerity*. \—

The slight token which we tender you, ✓—¹this silver *loving cup*, ✓—is symbolic of the measure of affection—which you have—not only *won* ✓—but *merited*. \—MAY IT REMIND YOU, ⁸THROUGHOUT THE YEARS,—NOT SO MUCH OF US,—OF OUR ASSOCIATION WITHIN THESE WALLS. ✓—AS OF YOUR OWN SPLENDID RECORD. \—May your Goblet of Life ever overflow—with *peace*, \—*plenty* \—and *happiness*. \

Analysis of "Presenting a Gift"

As this short address is directed to an individual, it must have no element of delivery which would make it sound declamatory or pompous.

VOLUME.—Employ the conversational. Slight enlargement upon all thought words; increased Volume upon the words "*won*" and "*merited*."

TIME.—Only a trifle slower than that of animated conversation.

PITCH.—Elevations, at the dictates of Emphasis; but the key (Pitch) a trifle higher than when in conversation with some familiar friend, slightly raised, as if talking to a friend across a table above the hum of conversation.

STRESS.—Never impassioned, only strong enough to make your words distinct.

QUALITY.—Not too solemn; nor yet flippant.

PAUSE.—Only Rhetorical Pause used.

EMPHASIS.—Upon thought words as indicated.

INFLECTION.—The falling, upon full statements; the falling-rising Inflection upon part completions.

ENUNCIATION and PRONUNCIATION.—Pronounce "*usefulness*," just as spelled and not "*usefulniss*." In the word "*appreciation*," the "c" before the letter "i" it is better usage when made into an "sh," as in the word "*special*." Pedantic talkers sometimes pronounce this word "*ap-pre-si-a-tion*," which is wrong. The word "*loss*" demands a nicety of utterance. The second syllable in "*spokesman*" must be obscured into "*Mun*." Say "*merited*," not "*meritid*." In opposition to this, say, "*splendid*," not "*splended*."

To a GRADUATING CLASS

Record Number 5—(Last quarter.) Slow down Record to where the voice appeals most favorably to you.

Young Men of the *Graduating Class*—of 1920:—

Have you ever stopped to reflect *why* this day,^ so eventful to you is called^ "*Commencement*^ *Day?*"—To you 'it seems an *end*:^—an end, alike to the ⁶toil of the *class-room*;—⁶the manly contests of the foot-ball field and the *diamond*;^—⁶the friendships and the rivalries—of *fellow students*.^—

⁵It is no *end*,^—it is truly a beginning, —¹a commencement.^—You now enter ³the School of *Life*^—the Great Teacher.^—⁷*Here*,—you have learned the A. B. C.^—⁸*there*,—you will have to learn the whole volume,^—from *Preface* to *Finis*.^—*Here*, you have been taught,—“What weapons to select,^ what armour to *endue*.”^

I bid you “*God-speed*,”^—and leave with you this one thought of *admonition*.^—In this modern age,—³the test of a man's character—is no longer what he *is*,—in and of *himself*,^—but what he is in his relationships;^—⁶how good a *son*,^ ⁶*husband*,^ ⁶*brother*,^ ⁶*father*,^ ⁶*friend*,^—*citizen*^ is he!

CONSECRATE YOURSELVES ⁸TO HUMANITY,^

—WEAR YOURSELF OUT IN ITS SERVICE, \ —and, in this spirit of *consecration*, \ —your Alma Mater—now presents you—to the *world*. \

Analysis of Speech "To a Graduating Class"

As a general thing, the audience attending a graduating exercise is a large one, packed to the doors; first, because it is *free*; second, because "*his sisters, and his cousins and his aunts*" are always on hand to see Johnny receive his parchment. Invariably, such audiences are noisy, and this, of itself, demands that the "*attack*" upon such speeches as that we are now analyzing should be made in a loud *VOLUME*. As soon as you have won the attention of the assemblage, you may lessen the amount of tone. The usual changes in the increase of Volume upon all thought words. Perceptible increase in Volume upon the words "*here*" and "*there*," in the expression, "*Here, you have learned the A. B. C.—there, you will have to learn the whole Volume*"; for the sake of making a great contrast. And especially loud Volume of tone upon the final word, "*world*."

TIME.—Rather slow Time throughout to give the address its needed dignity.

PITCH.—To avoid the funeral tone, select a moderately high Pitch for the dominant key; and make the usual changes in Pitch for the sake of Emphasis. Use both the rising and falling Inflection upon the word "*himself*." This is mentioned here as Inflection, it is a matter of elevation and depression in Pitch.

STRESS.—A little stronger than the colloquial, to give a touch of great earnestness

QUALITY.—Neither bright nor gloomy, but rich and sombre enough to manifest seriousness.

PAUSE.—The Pauses used are the Rhetorical and that of Suspense; the latter before the expression, "*to the World.*"

EMPHASIS.—Emphasis particularly strong throughout, to give animation and fervor. Note the unusual Emphasis upon "*is,*" "*himself*" and the "*world.*"

INFLECTION.—The rising Inflection after the words of salutation, because the opening words deal with the members of the graduating class intimately and directly. The first sentence ends with a rising Inflection, because an "*open*" question is asked. All the falling Inflections are quickened in their descent, which gives vigor to the statements.

ENUNCIATION and PRONUNCIATION.—"*Diamond,*" three distinct syllables, not "*dimund*" as is so often heard. "*Fellow students*" and not "*feller.*" "*Preface,*" the "*a*" in this word is an unmistakable alphabetical "*a*", but should be given only a half value,—never should it sound like "*prefiss*" or "*prefuss.*"

SPEECH of NOMINATION

Record Number 8—(Third quarter.) Slow down Record to where the voice appeals most favorably to you.

Gentlemen:✓

It is no *disparagement* to the men who have been *Presidents* of this *Club* in the *past*,✓—nor to the present *incumbent* of the *Chair*✓—nor to the other *nominees*,\—to state—that in rising to ¹*propose a name here*,✓—I have in *mind*—only the man's pre-eminent *fitness*,✓—and the highest *good* of the club✓—and I put forth the following *claims*✓ for my *candidate*.\<—

A man richly *endowed*—with all of nature's *gifts*,✓—⁶*a strong personality*,✓—⁶*vigorous health*;✓—⁶*broad culture*,✓—⁶*great popularity*,✓—⁶*executive ability*,✓—and the ⁸*love and respect* of this *community*.\<—A MAN THAT HAS THIS ORGANIZATION—MUCH AT HEART,\—WHOSE LIFE'S MOTTO IS—"SERVICE,"^\—surely *such* a man,—whom the office *seeks*\ and who never *seeks* an office,✓—is he whose *name*—I now place in *nomination*,—*The Honorable—Marshall Van Twiller*.\<

Analysis of "Speech of Nomination"

VOLUME.—In the main, that of ordinary conversation, louder if the auditorium is a large one.

Slight increase of VOLUME on all thought words; “disparagement, Presidents, club, past, incumbent, chair, nominees, name, mind, fitness, good-of-the-club, claims, candidate, endowed, gifts, personality, health, culture, popularity, ability, love, respect, community, organization, much-at-heart, motto service, such-a-man, seeks, office, name, nomination, the Honorable Marshall Van Twiller.” In this short address, as in all speaking, public or private, the chief mode of Emphasis is by elevation in pitch; but as it is quite customary to also give thought words a little added Volume, attention is called to the words where this is done. The word “service” employs more Volume than any word in the text.

TIME.—Rate of delivery that of conversation, unless the room is a very large one, in which case a slower time is necessary to give projection to the words.

Beginning with the enumeration of the qualities possessed by the candidate, “strong personality,” and running through the expression “respect of this community,” the time is quickened.

Time very much retarded in announcing the candidate’s name, “The Honorable Marshall Van Twiller.”

PITCH.—For the sake of audibility, a trifle higher than that of conversation.

STRESS.—Normal stress, except in a large auditorium, where the final consonantal sounds have to be made slightly more explosive, for the sake of projection.

There is no emotion in this speech, with the

exception of a touch of earnestness in the word "*service*."

QUALITY.—Quality of tone throughout, the best of which you are capable in private conversation. No emotional quality of the voice is demanded, other than that required to express earnestness.

PAUSE.—Rhetorical pause throughout. This pause could be used even more frequently than has been done, if the speaker so desires. To illustrate:

"*It is no disparagement, to the men who have been presidents of this club in the past,*" use only two pauses, one after "*disparagement*" and one after "*past*." If you choose, you could make slight pauses like this; "*to the men—who have been presidents—of this club—in the past—*." Short pauses are to be noticed between the words "*endowed-with,*" "*ability-and,*" "*organization-much,*" "*name-I.*" Longer pauses between "*personality-vigorous,*" "*culture-great,*" "*popularity-executive.*"

Two pauses of Suspense are employed, one before the word "*service*" and the other between "*Honorable-Marshall.*"

EMPHASIS.—Emphasis employed throughout the address, is that expressed in the first Law of Emphasis, where you were told, *Emphasize Thoughts and not Words*. Notice that no matter how much emphasis is given to the modifiers, *primary* emphasis falls in every case upon *the thought*.

INFLECTION.—Notice how the voice is sustained throughout this Speech of Nomination, where the thought is sustained, and falls to the basic note of the key in which you are speaking as each thought is

completed. In the enumeration of the candidate's good qualities, a double Inflection (falling-rising) is employed after the words, "*personality, health, popularity, ability,*" this is because the thoughts are partly closed but picked up quickly, to be connected with the next thought following.

ENUNCIATION and PRONUNCIATION.—It may be wise to consider the word "*culture*." Pronounce the word, "*cultcher*." This is done with full consciousness. There is nothing more distressing than the attempt, now being made by many instructors, to have the children pronounce the second syllable of this word "*yur*." It is an affectation. The Law of Accent upon words is easily stated, and has its correspondence in the striking of a blow with the hand. When the force is expended by the striking of a blow, an appreciable lapse of time is demanded to recover sufficient strength for another stroke. So with the voice, when the force of tone is spent in giving a strong syllable, the next syllable is weakened, as time is required to get ready for another strong accent. In such words as, "*pasture*," "*culture*," etc., the force expended upon the first syllable, "*cult*," leaves the second syllable, "*ure*," obscured; but, in the word, "*literature*," the primary force is upon the syllable "*lit*," and the two following syllables, "*er-a*," permit the recovery of vocal strength by being weakly uttered, and the voice is again ready for a strong accent on the syllable "*ture*." Thus, this syllable "*ture*," which at the end of the word "*literature*," is clearly pronounced "*ture*" (owing to its accented position) is obscured into "*cher*" in such words as "*nature*," "*culture*," etc., etc.

ACCEPTING NOMINATION

Record Number 8—(Last quarter.) Slow down Record to where the voice appeals most favorably to you.

Mr. Chairman and *Gentlemen*:—

I need not *tell* you—*that* the putting of my name before you—is an entirely unexpected honor.—The gentleman who proposed me *is*, as you all *know*,—a personal friend and allied to me by ties of blood.—He is naturally prejudiced in my *favor*.—I only ask that you be not *misled* by him;—for I possess no such *superhuman* qualities.—*Still*, if it is your pleasure that I offer myself for this *great office*,—I am entirely at your disposal,—and accept the nomination—with thanks.

Analysis of "Acceptance Speech"

VOLUME.—Loud enough to be clearly heard. Slight changes in the way of loudness upon all thought words.

TIME.—Being unimpassioned, little or no change in the rate of delivery, which is a moderate one throughout.

PITCH.—If you are ever called upon to accept a nomination (as you will be often, if you acquire the art of public speaking) you will employ your own voice and manner and your normal Pitch of Tone. In this short speech, the changes in Pitch are made, as

usual, by being elevated for accent and Emphasis, and for the Inflections.

STRESS.—No emotional Stress; just sufficient to make every word audible.

QUALITY.—That of your daily speech.

PAUSE.—The rhetorical Pauses, as usual. Also, an abrupt Pause after the word "*nomination*," to denote finality, and to emphasize the courtesy expressed in the two following words, "*with thanks*."

EMPHASIS.—Upon all thought words, by the employment of elevations in Pitch and by Pause.

INFLECTION.—Notice how, in the words of salutation, I have chosen to employ the falling Inflection after the words, "*Mr. Chairman and Gentlemen*," implying the statement, "*I bid you good evening*." After "*honor*," employ the full falling Inflection because the thought is complete. The same obtains at the end of the word, "*blood*." An Inflection which partly closes and then rises, upon the words, "*pleasure*" and "*disposal*."

ENUNCIATION and PRONUNCIATION.—Special attention called to the word "*possess*," where the first "*s*" sounds are "*z*," and the second "*s*" sounds remain "*s*."

SPEECH on AMERICANIZATION

Record Number 6. Slow down Record to where the voice appeals most favorably to you.

Mr. Chairman, *Ladies and Gentlemen:*—

If a text were needed for this occasion,✓—it has just been furnished by the refrain of the song so beautifully rendered by the *quartet*.✓—The refrain is,✓—“I Am Always Chasing Rainbows.”✓—Our beloved country, while pursuing her “Rainbow,” her *visions*,✓ her *idealisms*,✓—was fulfilling her ‘God-appointed *mission*;✓—and only when she began to seek the bag of *gold*,✓—at the end of her “*Rainbow-chase*,✓—did she depart from the ways of her destiny.✓—

It is the true part of all Americans,✓—to confess our *faults*,✓—and to ask forgiveness of the God of *Nations*;✓—to look up from the things of *earth*,✓ to search the Heavens, once more, for His rainbow *promise*,✓—to establish here a democracy in *fact*✓ as well as in *name*;✓—to prove that the ballot ¹⁰is the safeguard of a people,✓—and that reforms in government,—even of the most *drastic nature*,✓ may be effected without *blood*.✓—Because we are ‘*great*,✓ ‘*rich*,✓ ‘*powerful*,✓—dare we claim that we have reached the very *apex of civilization*?✓—Is there no chance to make what is *good*,✓ *better*,✓—and with the “*Rain-*

bow" beckoning, on, to make 'the better' ^s*best*?—Are things so ordered in the industrial, educational and social worlds—that all men have an equal opportunity—in the pursuit of *happiness*?—Let your *hearts* answer,—not your *heads*.—The recognition of a woman's voice, in the making of laws, for a government—under which she must live,—was rather long in coming, 'but *come it has*.—Surely a radical *departure*—from the established order,—^sbut a great growth towards a true *democracy*.—

There is one word—which I would *wish*—*stricken* from the American *vocabulary*, and that is *conservatism*.—*Conservatism*—has *blocked* the path of human progress at every turn; *conservatism*—declared human slavery was ordained of God;—conservatism declares—that the jungle law of the survival of the fittest—not the ^e*morally* fit, not the ^e*spiritually* fit,—not even the ^e*mentally* fit—but the *strongest* and most *cunning*, is still the law of nature.—But democracy means ^s*love*,—^sit means *justice*,—it means the literal application of the *Golden Rule*—and our forefathers founded this *government* upon this rock foundation.—¹What is *good*,—that we shall *foster*;—what is *wrong*,—

that we shall *amend*,/—and where the vision leads, ⁹*with God's help*,—we shall follow.\—

AMERICANIZATION DOES NOT MEAN MERELY —FITTING OURSELVES TO THINGS AS THEY ARE\—IT MEANS TO RE-AMERICANIZE OURSELVES,\ AND TO RETURN, HEART AND SOUL, —TO OUR FIRST DREAM.\—LET THE WATCH-WORD BE,—NOT TO MAKE “THE WORLD SAFE FOR DEMOCRACY,—BUT TO MAKE ¹⁰DEMOCRACY SAFE FOR THE WORLD.\—

We speak of *Americanization*\—as if it meant no more—than the teaching of the English *tongue* to the foreigner within our *gates*;\ —to teach him and ourselves the ideals of America,/—to treat him like a brother,/—to drop from daily use the opprobrium of such terms as “dago,” “wop” and the like,\—to educate him literally;\—to give him not only *language*,—but to train him in the very ⁴*essences* of *American life*,/—to prove to him that ⁶*here is comradeship*,\—that ⁶*here is justice*,\—that ⁶*here is opportunity*,\—that ⁶*here is understanding*,\ *this* it is,—to Americanize him.\—In a democracy, *brain* would count more than *brawn*\—and high *thinking* more than high *living*.\—Honor would be *conferred*—for service\ and *not* for possession.\—³It is *for this*—that our noble

dead have gone before;—it is of *this*—that the peoples of all recorded history have *dreamed*.—And it is for ²*America* to make the dream come *true*.—

¹*Thank God* that you *are* an American.—Reverently bow and take His Task upon you.—The task to verify America's dedication of *herself*—to the cause of *humanity*.—³to build a world of *men, women and children*—where poverty and want shall be unknown,—where the unfortunate—and the weak shall be protected,—where illiteracy shall be *instructed*,—the sick *cured*,—and the heart-broken *solaced*.—²Among the nations of the *earth*—it is only *America* who can *say*,—with *assurance*—yet, with *humility*,—that under the ³providence of *God*,—

“It's coming yet, for *a'that*—
When man to man ³the *world o'er*—
Shall *brothers be*,—and *a' that*.”—

Analysis of Speech on “Americanization”

Here is our first specimen of an extemporaneous speech. Notice how the suggestion of the opening is taken from something preceding you on the program. With a little experience, you will find that you can always connect your own speech with something that has been said by the Toastmaster, or by the other

speakers, if you so desire. This is a tactful thing to do as it makes your address seem a fitting part of the program as a whole. You will notice the conversational manner employed in the first paragraph.

VOLUME.—Just that of conversation through the first two sentences. A slight increase on the beginning of the third sentence. A slight decrease in Volume on the opening of the second paragraph to express reverence. Very loud Volume on all strong expressions. Notice perceptible increase of Volume on all repetitions, such as "*conservatism*," and later on in the cumulative assertions, "*here is comradeship*," "*here is justice*," etc., and upon the expression, "*men, women and children*," each word a little louder than the one preceding it.

TIME.—Most varied, gaining in rapidity as you near a climax; retarding upon the merely argumentative passages; accelerated upon all enumerations.

PITCH.—Varied, as there is quite a gamut of emotion employed: reverence, humility, patriotism, dramatic fervor, etc., etc.

STRESS.—Expressly strong in this selection, for the reason that you are supposed to be vitally aroused and alert.

QUALITY.—Emotional qualities, at the demands of the changes in emotion.

PAUSE.—Rhetorical, between paragraphs, at all abrupt changes of thought, in all the enumerations to separate member from member, and for spacing between the words in strong expressions, such as "*great — rich — powerful*."

EMPHASIS.—Very strong on all thoughts, especially the impassioned ones, such as “*best*,” “*conservatism*,” “*mentally*,” “*justice*,” “*good*,” “*foster*,” “*wrong*,” “*comradeship*,” “*opportunity*,” “*understanding*,” “*this*,” “*humanity*,” “*instructed*.”

INFLECTION.—All intensified. Several strong rising Inflections on the direct questions; several cases, where even full statements are bridged over by the employment of the double Inflection into the next thought, notice, “*answer-not*,” “*voice-in*,” “*laws-for*.” Pay particular attention to the falling-and-rising Inflection at the end of the expression, “*as they are*,” this makes a statement and turns it up as an inquiry to the audience, implying, “*Is it not so?*” Notice the double Inflection, and rising-and-falling upon the words, “*good*” and “*wrong*.”

ENUNCIATION and PRONUNCIATION.—“*Text*,” don’t allow the “*x*” sound to obliterate the “*t*” which follows it. “*Beloved*,” make this word three syllables, and do so in all such contexts, where you employ the word poetically. “*Idealisms*,” five distinct syllables. “*Effected*,” caution, do not allow this word to sound like “*affected*.” “*Because*,” the “*s*” sound here is always a “*z*.” “*Apex*,” divide this word, “*a-pez*,” give the “*a*” sound its alphabetical value. “*Opportunity*,” insert the long “*u*.” “*Strongest*,” “*est*” not “*ist*.” “*Humility*,” strongly aspirated “*h*”; notice a touch of the Scotch phonetics in the three poetic lines with which the address ends.

A TOAST to the FLAG

Record Number 7. Slow down Record to where the voice appeals most favorably to you.

Ladies and *Gentlemen*. — Only a few years ago — a man, giving a toast to “*our flag*” — could have pointed to the *stars* and *stripes*, — and using poetic *figures*, — claim that its stars were symbols of *light*, — its bars, the beams of *Day Dawn* to humanity — ³prophetic promise — merely. — Today we can point to *fulfillment*, — fulfillment, greater than poet or prophet e’er foretold. —

A country’s flag is ever *new*. — It may not change a blot of its *emblazonry*; — but it alters with the altering fortunes of a people. —

When, on the first day of the year 1776, — the flag of the thirteen united colonies, — ⁴was raised over Washington’s *headquarters*, — there floated in the winds of *heaven*, a symbol of God’s good will toward *men*, — which must have made all celestial beings *rejoice*. —

This flag retained the *crosses* of St. *George* and St. *Andrew*, — but the saintly crosses were soon supplanted by *stars* — which, ¹⁰*thank God*, — with the lapse of *time*, — shine the *brighter* in our *galaxy*, — which wax but *never wane*. — Not a stripe has been *erased*, —

not a star *dimmed*,\—¹but other stars—have peered *through* the azure field,\—to add *new* lustre to *Old Glory*,—and to make its stripes the better seen and known of *men*.—

⁴God measures his infinite spaces\—with his *stars* as outposts,\—and like unto *him*,\—we measure our *growth* by an added *star*.\—

⁴Does this symbol of the United States of America mean only what it did—in 1776\—

⁷Does it mean no *more*—than in the dread 1861?\—

³The helpless of all the earth pray God for a sight of this *banner*\—and count it the *pledge* of their *redemption*.\—²Display this flag in any *quarter* of the *world*\—and ask for its *meaning*,\—and you will hear the mountains *tremble*—with the *echoed*,\—“*Sovereignty and Justice!*”\—

The flag of a nation!\—It is a *dumb* thing\—yet it speaks with the trumpet tones of arch-angels.\—The rustling of its folds are whispers—carrying messages to listening nations—unto ²the uttermost parts of the earth.\—An *inert thing*,—but it has the power to shake *continents*.\—

Soon after the Civil War,\ two old darkies—were standing in the market-place.\—⁴A Union flag was flying from the City Hall op-

posite. —The flag had the initials “*U.S.*” in large characters embroidered *upon* it. —One darkey said to the *other*. —

“Sam,—is you done larnt ter *read* yit?” —

“Er cose.” —

“Well, look up at dat *flag*;—what does *U.S.* stan’ fer?” —

“W’y, hit stan’s fer United States.” —

“Dere, I thought you couldn’t read — United States?—no sech thing —it stan’s fer ‘*us*’—U-S spells ‘*us*’ doan *it*?” —

“Yas, dat’s *so*.” —

A postman passed just at that minute,—and the second old darkey, who was not quite *convinced*, said:—

“Dar, now look at dat; —dar’s another *U. S.*—what they put dat on him fer?” —

“Why, dat postman ‘*longs* to we-all too — he’s usses too. —Sence s’render de white folks, de kentry, de posmens, an’ ev’thing, is *ussess*—dat’s huccome dey marks ’em *U. S. us.*” —

With the old negro’s perfect *logic*, let us bear in mind that the American flag is not only usses, —but that it *is* us; —and that under God, —whether we *will* or *no*, in this new *era* — we are the trustees—of the civilization of the world. —

To sum up *all*, the *flag*, is—what the *ballot* is,—and no power on *earth* can harm it,—but the uninstructed *use* of the *ballot*.—
⁵I do not mean the use of the *ballot*—by the *uninstructed*—the *uneducated*—I mean the *unthinking* use of the *ballot*.—If this *flag* is to stand in the *vanguard* ²of human *progress*,—men must be taught the *vital* issues—which the *ballot* *decides*.—We give too much *credit*—to the intelligence of the *masses*—too much, to the *honesty* and *wisdom* of politicians.—We must learn to *vote* for ⁶*measures* and not for ⁶*men*—and for ⁶*men*—rather than for ⁶*parties*.—

⁹THE AMERICAN FLAG WILL WAVE TRIUMPHANT IN THE SIGHT OF GOD,—JUST SO LONG AS HE CAN SAY, ✓—“I KNOW THY WORKS—BEHOLD I HAVE SET BEFORE THEE AN OPEN DOOR, ✓—AND NO MAN CAN SHUT IT, ✓—FOR THOU HAST A LITTLE STRENGTH, ✓—AND HAS KEPT MY WORD, ✓—AND HAST NOT DENIED—MY NAME.” ✓

Analysis of “A Toast to the Flag”

An address similar to this, in thought and in delivery, is appropriate for any patriotic meeting. With the “*flag*” as a theme, you can justifiably weave in any political argument, and employ much imagery in the wording.

VOLUME.—Somewhat louder than an “*intimate*” speech, and with sufficient Volume to fill the auditorium. Small Volume on the word “*whispers.*” Great Volume of tone on the expression “*Sovereignty*” and “*Justice.*” Conversational Volume throughout the interpolated negro story; this, not only because the impersonation of the two darkies require this more quiet delivery, but because this change in Volume furnishes a relief from the declamatory tone, preceding and following the story. Not quite so much Volume in the Biblical quotation, with which the address ends. Volume increases on all emphasized thoughts.

TIME.—In great variety—now rapid, as you approach a climax now retarded to express particularities.

PITCH.—Low; because the theme is solemn. High Pitch in the impersonating of one of the darkies, for the differentiation in character.

STRESS.—Very strong in all impassioned passages.

QUALITY.—The richest in your voice, masculine, oratund, patriotic. Reverent Quality throughout the Biblical quotation.

PAUSE.—Employed for subdivision of the thought—for strong emphasis, for changes of thought, between paragraphs.

EMPHASIS.—Rather strong through the whole address, particularly so on the impassioned portions. Notice the strong emphasis on “*new,*” “*stars,*” “*wane,*” “*Old Glory,*” “*pledge,*” “*redemption,*”

"Sovereignty" and "Justice." "Is," (in the expression, "but that it is us"). "Measures," "men."

INFLECTION.—Intensified throughout. Pay attention to the great number of partly closed but "bridged over" Inflections.

ENUNCIATION and PRONUNCIATION—
"Prophet;" short "e" not "profit." "New;" long "u."
"Celestial;" three syllables, the "t" before the "i" becoming "ch." "Azure;" a difficult word, the "z" is aspirated, having the sound of "zh." "Lustre;" pronounce as if spelled "luster." "Old Glory;" round alphabetical "o"; quite often heard, "Uld Glury." "Erased;" first vowel, "e," and the "s" sound sharp "s," not "z." "Echoed;" only one vowel in the last syllable, often heard "ekkerd." "Dumb;" the "b" is silent. "Archangels;" the first syllable "ark," "angels" not "angils" or "anguls." "Rustling;" be careful to insert the "t" between the "s" and the "l." "Perfect;" "e" in the second syllable, not "perfict." "American;" seldom pronounced correctly, the "can" becomes "cun" (obscured vowel quality) generally heard as "kin." "Honesty;" the "h" entirely silent.

PART II
For SOCIAL GATHERINGS

WHILE speeches at social gatherings are always welcome and add to interest and entertainment, the speaker should remember that brevity has much virtue, and that no matter how brilliant he may be, too much is infinitely worse than too little.

Unless the orator is unusually eloquent, a long speech becomes a positive infliction. Some speakers, overproud of their ability, love to hear themselves talk, and continue with banal commonplaces regardless of the fact that their hearers are yawning or there are others to be heard.

The speeches herewith presented are suitable for social functions, weddings, banquets, leave-takings, presentations, etc. Some of them are colloquial and humorous, and will serve as models that may be safely followed in length and material. They are intended merely as guides and can be added to or changed as occasion requires.

No records accompany these speeches. They are marked for suggested *Pause*, *Em-*

phasis, Inflection, Climax and Gesture. The small figures refer to the numbers of the stock gestures in the back of the book. Emphasis may be produced by increased *Volume*, higher or lower *Pitch*, or by varying the *Quality* of the voice.

No two speakers will deliver a speech in the same way, and you are free to make any changes in case the markings do not appeal to you. These speeches have been marked sparingly. The speaker is supposed to add many of his own Modulations and Emphases—particularly Pauses.

AN AFTER DINNER SPEECH

About After Dinner Speakers

Ladies and Gentlemen: \ —

I won't claim that this is an *impromptu* speech. \ — No, \ — quite the *contrary*. \ — I had due notice that I was going to be *asked*, \ — but the subject was left to *me*; \ — so I chose—“*The After-dinner Speaker*.” \ — This habit of inviting after-dinner oratory is a curious business; \ — *painful*, / — but apparently essential to the guests' *digestion*. \ — But if it's painful 'to you, \ — how much ¹*more* so must it be to the poor *speaker*. \ —

You probably have an idea that all the

speaker has to *do* is to encase himself in a ⁶full dress *suit*. ✓—⁶wear a fascinating *smile* ✓—and when *called* upon,—²launch forth upon a flood of golden *oratory*. \—You do not realize that two or three long weeks of sickening *anticipation* have been gnawing at his heart-strings, \—that his innocent wife and children have been made the *victims*, \—as they have had to listen to his *rehearsals*, \—and that his muttering in the street,—as he committed his impromptu words to *memory*, ✓—have made passers-by turn—and stare—and wonder—about his *sanity*. \—

And all the *time*, /—while you more fortunate guests were calmly sipping your *soup* \—or conveying the luscious food into your mouths with a *relish*, /—the poor after-dinner speaker sat *choking*, ✓—unable to *eat*, ✓—wondering how his effort was going to *take*. \—It is like working for one's *passage*. \—It reminds me of "Little Tommy Tucker \ who sang for his *supper*." \—We don't *sing* for ours, /—but have to *speak* for it. \—EVEN-
TUALLY WE GET SOFTENING OF THE BRAIN OR
SOME OTHER INCURABLE DISEASE \—WHILE
THE PEOPLE TO WHOM WE SPEAK—GO ON AS
THOUGH NOTHING HAPPENED. \—Take *my*
advice; \—⁵never become an addict to the
speaking habit. \—I thank you!

A TOAST to the LADIES

Mr. Chairman, —and Friends: —

I rise *reluctantly* to speak on the subject of —“*The Ladies*,” —⁵not because I don't *like* the subject, —for I *do*, —but because there is so much that's *pleasant* to be said about it, —¹that I feel I can not do it *justice* in the few minutes allotted to me. —It is a subject of such *vast* importance ³that an entire *lifetime* would not suffice to *exhaust* it. —Where shall I *begin*, —and where *end*? —Shall I start with the story of *Adam* who fell asleep and lost a rib, —since which time man has never known a *real peaceful* sleep? —Woman was made of a *rib*, —and that perhaps accounts for the fact that you can *break* her but cannot *bend* her. —If the Bible story is *true*, —then ¹woman was really an *after-thought*, —but ⁸she has been the *whole show* ever since. —Woman was made *after* man, —and she's been ²*after* him with a vengeance. —

But why go back so *far*? —Since the day of Mother *Eve*, woman has progressed so *wonderfully* —that she seems to belong to a different *species*. —¹Where she was once man's *superior*, —³she is now his *equal*. —Where she was once a ⁶*bashful*, ⁶*shy* and ⁶*hesitating creature*, —she has become a wonderful or-

ganizer^s with a vote and a way of getting her way in spite of *everything*. —

What would we do without the *ladies*? — Who would cook our *meals*, — and attend to our *household*? — Who would thread our *needles* when we wanted to sew on a button? — Who would receive us at the doors of our *homes* with a *rolling pin* or a *curtain lecture*? — GOD BLESS THEM! — IN THEIR SMILES LIES OUR HAPPINESS — IN THEIR HANDS OUR PROSPERITY. —

To the ladies we owe all that is *refining* in life. — They share our *ills*, bend our *wills* and cause our *bills*. — May they ever shine *high in our heaven*, — Like the sun, — giving us *light*, — *life* and — *happiness*.

The FAIR SEX

Gentlemen: —

You will notice that I began with "*Gentlemen*." — I did it with malice *aforethought*. — A Gentleman ^s*always* embraces a lady, — and so the term "*Gentlemen*" — must embrace the ladies present. — It is a duty we do gladly. — My earliest recollection is of lying in the arms of a caressing *lady*, — my Mother; — and since then I can conceive of no *greater delight*. — The topic assigned me is — "*The Fair*

Sex."/—It is a subject that has engrossed the attention of poets and philosophers 'from the beginning of the *world*,/—and is not *yet* exhausted.\—I can find no *better* tribute to the ladies than that old verse;\—

7 "Oh, *woman*, in our hours of *ease*,/—

"Uncertain, coy and hard to please;\—

8 "When pain and *anguish* rack the brow,/—

"A ministering angel, thou." \—

What a *true* delineation of woman's character.\—Capricious when things go *well*,/—dependable when *reverses* come.\—But why not arrange things so that they ⁸*always* go well?/ It is our duty to keep the ladies *pleased and satisfied*.\—And here let me quote the philosophy of an old cynic, who said:/—

1 "From morning till noon *I* do whatever my wife likes,—7 \ From noon till night *she* does whatever she likes,—and So we never clash." \—

That's the idea/—Why ⁷clash with the dear souls,^—when it is so easy to let them have their *way*.\—Give in at *once*—for they'll get their way in the end.\—

But seriously,/—for after *all*,—¹talking about the *ladies* is a serious subject,\—
WOMEN MAKE THE BEST MOTHERS, WIVES AND SISTERS WE KNOW OF.\—MARRIED WOMEN,

ESPECIALLY, MAKE EXCELLENT WIVES,\ —and it would be hard indeed to imagine how we could get along *without* them.\ —Therefore, let's rise and salute ⁸"*The Ladies*"\ —*God bless them!*

On BEING a BACHELOR

Mr. *Toast Master*,\ —Ladies and Gentlemen:\ —

I am a little *vexed* at being called upon to speak on the subject of "*A Bachelor*." \ —It seems like making capital out of a man's *misfortune*, \ —¹like rubbing it *in*, \ as it were.\ — 'Tis *true*,\ —I'm a bachelor,\ —but through no fault of *mine*.\ —If I had had my *way*,\ I'd be the husband of *several* wives;\ —⁶a blond,\ —⁶a brunette\ —and a ⁶Titian red.\ —

Think not that I am a bachelor through *choice*.\ ⁵*Perish* the thought!\ —I had picked out my *ideal*,\ —but when I delicately broached the *subject*\ —it seems she *also* had an ideal,\ —and I wasn't *it*.\ ⁵My innate modesty forbade my trying *again*.\

But being a bachelor has\ one *advantage*.\ I can make at least *one* woman happy by remaining *single*.\ I can help bring up the children of my *friends* by good advice which I

would hesitate about giving to my *own* children,—if I had any.\—There are *other* compensating thoughts,\—¹but in deference to *other* bachelors in the audience\—I will refrain from *expressing* them.\—

Candidly,\—though,—I *detest* bachelorhood.\ I envy ⁷*any* man—who can go home nights,—sure of finding a loving *wife* to soothe his troubled brow and cater to his bodily and spiritual *needs*.\ And old as I *am*,/ I do not view my case as *hopeless*.\—I live in hope that *some* day my true affinity will come along and Fate will *say*,/—⁴*THERE SHE IS*.\—
GRAPPLE HER TO YOUR SOUL WITH HOOKS OF STEEL.”\—

Then here's to *all* bachelors,/ and may they all bend to the yoke of matrimony before it is too *late*.\

The HOST or HOSTESS

Reply to a toast at an assemblage of friends
Mr. Toast-Master,/—Friends:/—

I want to thank you *heartily* for the honor you have bestowed on me in pledging my *health*.\—⁷It is good to be surrounded by devoted *friends*—and I feel that I have been *particularly*/ blessed in the matter of *friend-*

Life is a *battle field* where we are called upon ¹⁰to defeat the hosts of ills that beset the *best of us*. —⁸*Alone*, we are helpless and at the mercy of our *enemies*, —⁸but with stout *friends* by our side we are like *Horatius* of old, —who with a trusty comrade at either *side*—held the bridge against the foe. —
 ‘Happy the man who can find willing hearts and willing hands to *help* him. I have been most *fortunate* in this respect. —MY ONE PRAYER IS—THAT WHEN I SHALL LAY DOWN LIFE’S BURDEN THERE WILL STILL BE SOME FRIENDS TO GRIEVE THAT I AM NO MORE. —

Again I thank you ^for your good wishes. —

INTRODUCING a GUEST

At a banquet or house party, a club or a lodge
 Gentlemen of the Manufacturers’ Club:—

This is an *unusual* occasion—inasmuch as it gives us an opportunity to make the acquaintance of a distinguished *guest* who has *honored* us with his presence this evening. —Mr. Blank is not unknown to you ⁸by *reputation*, —at least, ✓ and I *know* that you will feel *grateful* to be able to make his personal *acquaintance*. —*Some* day you will take pride in saying to your *progeny*, —¹“WHAT, MR.

BLANK?—Why I *dined* with him ‘one evening, ‘way back in 1920.’—

MR. BLANK IS A ⁷PROMINENT FIGURE IN THE INDUSTRIAL WORLD.—HE IS ONE OF THE LEADERS OF MODERN COMMERCE,—a ²*giant* among the men who have made America what she *is*—and assured her so ⁹high a place among the *Nations*.—(Here enumerate a few of his offices or achievements.)

But Mr. Blank is a *modest* man,—and I do not want to say too *much*—for fear of making the *blush* that now mantles his face a *permanent* one.—⁷Too *bad* that prohibition prevents me from pledging his health in the best of *wine*.—But there is nothing to prevent our *rising*—and giving him *three cheers*—and a *tiger*.—

REPLY of GUEST

At a banquet, party, club, etc.

MR. Toast-master, Ladies and Gentlemen:—

I am indeed *grateful*—that your toast-master stopped when he *did*,—for had he gone any *further*—I should have been obliged to hide—lest the effulgence of my blushes would *dazzle* you.—¹I think it was the late Bill Nye who *remarked*,—“What I

like about *myself*—is that I'm such a nice man to be thrown *amongst*.”\—Now if ³all the things your toast-master said about me were *true*,\—I would really be a *paragon*,\—but I am inclined to think that ⁵he is rather *over-rating* my poor efforts.\—

However,\—I have tried to do my modest share in improving the condition of our *commerce*,\ and if only a ¹*small* percentage of my good intentions have been *realized*,\—I feel that my efforts have not been in *vain*.\—
THERE IS STILL MUCH TO BE DONE,—AND
⁹WITH THE HELP OF GOD,—I SHALL CONTINUE TO AGITATE FOR IMPROVEMENTS\—UNTIL I CAN SAY, “I AM SATISFIED.”\—

I have learned one important lesson;\—*namely*\—that unless you take care of *little* chances,\—you will never achieve the *big* chance.\—Luck is a lazy man's excuse for not *trying*.\—Conditions do not make a *man*,\—a *man*^makes *conditions*.\—It has always been my motto to ⁶find out what's *wrong* and ⁶then try to *right* it.\—And to do one's *best* one requires the co-operation of one's *fellow men*.\—I know I have your good will;\—I hope to ⁷have your *co-operation* in the plans I am endeavoring to work *out*.\—Again,—I thank you for your kind words of *encouragement*.\—

TOAST to a BRIDE and GROOM

At their wedding dinner

My Friends:—

As true patriots,—you will *agree* with me that there is nothing more appealing than the *United States*,—and of *all* the “United States” there is none more *important* ¹than the *state* of *matrimony*.—We have assembled here tonight to witness the union of two formerly *independent* colonies—into one *self-governing state*.—

You have heard the minister make them *one*,—although it would be a hazardous prophecy to predict *which one* it will be.—For a *while* no doubt, one of the combination will allude to his helpmate as “*His better half*,” but before long ³she will be the “*whole thing*.”—As a married man I could spend a profitable hour giving the happy couple good *advice* as to their future conduct towards each *other*,—I might indulge in those *platitudes*—that have been thrown at brides and grooms ²from the time of *Adam*.—I might say that ⁶*before* marriage woman is *pensive*,—and ⁶*after* marriage she is *expensive*. I might tell that ⁶*before* marriage man is a *dude*, but ⁶*afterwards* he is “*subdued*.”—I might sug-

gest that ¹*before* marriage a girl hangs about a man's *neck*,—but ³*after* marriage she simply *walks* on it. —But ⁵why mar this happy occasion with such ill-timed *pessimism*?—The groom will find out soon enough for *himself*! —

You need only look into the faces of the happy couple to see how radiantly *happy* they are; —how the sunshine of unalloyed *affection* is shedding its refulgent rays over their hallowed *heads*. —*Long* may they enjoy the undiminished ardor ⁹of this FIRST and HOLY love. —

MAY ALL THEIR DAYS BE SPENT IN MUTUAL ADORATION AND MUTUAL ESTEEM. —May they ever “*bear and forebear*” and preserve the holy sanctity of marriage. —Let us wish them *health* and *happiness*. —

AT a WEDDING

My Friends: —

You may have heard the story of the man who brought about a marriage between two of his *acquaintances*, and when he was asked why he had undertaken so dangerous a *task*, he replied;—⁷“Why should they be any *better off* than the rest of us *poor married folks*?” —

¹Our dear friends here,—(mention names,)

have today embarked upon *matrimony*,—and we have stood silently by and made no effort to *stop* them. —Matrimony has been called a “*Holy rite*,”—but it is undeniably true that many aspirants get “*wholly left*.” —⁵I have no fears concerning the future of *this* couple. —They are embarking on the sea of matrimony ¹with *Cupid* at the helm and with the favoring winds of *true love* and mutual *admiration*. —May their trip be a *pleasant* one, —over *smooth* seas —without a single storm —AND MAY THEY, —IN THE FULLNESS OF TIME, —⁹ARRIVE IN THE PORT OF OLD AGE —AS CHEERFUL AND CONTENTED AS THEY ARE TODAY. —To —them matrimony will indeed be a “*Holy rite*,” —for it is blessed with the holiest of sentiments. —And when they ⁴celebrate their golden *anniversary* may we ⁸*all* be there to help them enjoy the day and *rejoice* with them. —I pledge their *health* and *happiness*.

A WEDDING ANNIVERSARY

Can be varied for any of the more important anniversaries, such as tin wedding, crystal wedding, etc.

Friends;—

There’s an old query,—“Do *married* people live longer than *single* folks?” —and the

answer, as you know is;—"No,\—¹⁰it only *seems* longer."\'—We are face to face with a case where the *reverse* is true.\—We have come here to celebrate the —th anniversary of our dear friends,—Mr. and Mrs. Blank.\—

Now, I'm under the impression that we have been *deceived*,\'—¹I remember when they were *married*,\'and I don't believe it was more than a *year* ago,\—or *two* years at the most.\—⁷Why,\—just look at them!\—They are as youthful looking and as happy as the day the lady first promised to "'*Love*, '*honor* '*and obey*'—with the usual mental *reservations*.\—⁸Can anyone explain what magic was at work to preserve '*their looks*, '*their spirits* and '*their happiness*?\'—I think *I* can.\—IT WAS SIMPLY THE POWER OF MUTUAL LOVE AND FORBEARANCE THAT HAS KEPT THEM EVERLASTINGLY YOUNG.\—It was the faculty of anticipating each other's wishes\'—and doing what they knew would *please*.\—

¹Matrimony, which to many misguided individuals has been but a stepping stone to misery and *discontent*,\' has been for them a '*continuous* performance of *happiness*.\—They have served as a *model* of connubial perfection.\—

We *congratulate* them upon having arrived

at this milestone of life—/—and wish them many *more* years of equal good fortune and *contentment*. \—May their mutual love last until death *parts* them—at the end of a *long* and useful *life*. \

WEDDING ANNIVERSARY

Friends, /—Bride and Groom; \—

Mrs. Casey and Mrs. Maginnis were comparing *notes* one day regarding their married *lives*. \—Said Mrs. *Casey*; /—

¹“Sure you’re to be *congratulated*, \ Mrs. Maginnis, / if as you say, you and your husband never had a *quarrel*.” /—

“Och, *hone*;” \—replied Mrs. Maginnis; \—“we’ve had many a *dispute* /—¹⁰and here and there a *blow*, \—but what I mane *is* that we niver had to call in the *perlice*.” \—

I have it on good authority ¹that our *couple*, —whose anniversary we are celebrating *to-day*, \—never had to call in the police to adjust their *differences*. \—Their lives ²have flowed on in one placid stream of *contentment*. \—They have trotted along in double *harness* \—without *friction*, \—and having reached / the —th milestone of their *journey* \—can stop and take stock of their achievements. \—

'They have health.\ — 'They have mutual *affection*.\ — 'They have lovely *children*—and a
 'host of admiring *friends*.\ — 'Truly God has
 been *good* to them, and they *deserve* His bless-
 ing.\ — I congratulate them with all my
heart, — and wish them many more years of
 happiness.\ — 'When they celebrate their *gold-*
en wedding, — I hope to *be* there with as good
 an *appetite* and as *thirsty* as I am tonight,\ —
 to partake of their good *cheer* and to drink to
 their *health* — as I am about to do now.\ —
 JOIN ME IN PLEDGING THEIR HEALTH AND A
 LONG AND PROSPEROUS LIFE.\ —

IMPROMPTU VERSE

Suitable for birthdays, weddings, anniver-
saries, &c. Must be altered for the occasion.

I little thought 'when I came *here* —
 To taste of Brother Jones' good *cheer*,\ — (in-
 sert right name.)

That in *return* 'our smiling host
 Would call me up to make a *toast*. —
 For had I known that *this* would be
 I'd brought my *Muse* along with me. —
 'Tis now too *late*; \ — 'my *Muse* has *flown* \ —
 And left me struggling all *alone*. \ —
 But being *asked*, — 'I can't refuse, \ —

And so I'll *spite* my absent Muse. / —
 I'll rise and take my glass in *hand* \ —
 And do the best at my command. \ —

'Here's to our *Friend*, / — and may he *score*
 At least a hundred birthdays *more* \ —
 And 'may each year as it goes *past*
 'Be an *improvement* on the last. \ —

Or

Here's to our *host* and may he *score* /
 A *dozen* anniversaries more, etc.

HARD TIMES

At an annual banquet of a Club or Lodge
 Good People Assembled: \ —

It scarcely seems *possible* that a year has
 gone by since last we came together to *dine*, / —
 and amid the *conviviality* that follows a good
repast / — to remind each other that the world
 would be a barren waste *without* us. \ — Time
 has *indeed* sped *rapidly*. \ — If you want to
 realize how *fast* Time can go, / — just give your
 tailor a ninety-day promissory *note*, \ — and
 you'll find it due *next day*. \ —

"*Hard Times*" has been the subject assigned
 to me. \ — It's a *disagreeable* topic. \ —² Ever since
 the *war* — some people have been grumbling
 about *hard times*. / — They evidently expected

the good days of profiteering to last *forever*. ✓—

Now of course, ^—the term "*Hard Times*" is a *relative* term. \—Compared to conditions in *other* lands, /—we ⁸are enjoying an era of *luxury*. \—True, /—⁶clothes may be *expensive* and ⁶food *high*, /—but we must cut our coat to match our *cloth*. /—⁷If we can't make both ends *meet*, /—⁸we can make one end *vegetables*. \—If we are *seedy*, /—it may be for the *best*,—provided the seed falls on good *ground*. \—Before I left *home* / my wife discoursed at length on the seediness of my *clothes*. /—But ⁶I'm *attached* to these clothes; \—⁶attached by several safety *pins*, ^—⁶where *buttons* used to be. \—

⁵TIMES ARE NOT HARD; \—⁷THEY'RE BETTER THAN WE DESERVE. /—That they may never be *worse* in good old U. S. A. is my earnest hope and *prayer*. \—

HONORING *one's* NATIVE PLACE Fellow Townsmen; /—

We are assembled *here*, /—far from our own dear *state*—to celebrate the anniversary of our *club*. \—⁶In the midst of *luxury* and ⁶*plenty*, /—⁶in the midst of hilarity and ⁶*happiness*, /—it is but *just* that we should pause and give a

thought to the *state*, (or city) that we hold in such high *esteem*. —

I will not attempt to recite the *glories* of (Name of place.) — That has *often* been done by silver tongue *orators*,¹ with more *lung power* than *I* possess. — You have already heard and have still to *hear* the most dazzling accounts of the wonders and glories of *other* places, but we know in our innermost *hearts*⁵ that *none* of them surpass those of our own native *city*. —

⁶Girls in *this* section may be *beautiful*, — ⁶*graceful*, — ⁶*intellectual*, — but do they compare with the fair damsels ⁴that *we* left *behind us*? — Perish the thought! — The buildings ⁶*here* may be *colossal*, ⁶*stupendous*, — ⁶*luxurious*. — But do they compare with the homelike, modest structures ⁴of our *own* town? — ⁵Not by a *long* shot! — I am tempted to quote the *poet*, who said; —

“Breathes there a man with soul so
dead, —

Who never to *himself* has said, —

This is my *own*, — my *native* land;” —

SO DO WE INDULGE IN FOND RECOLLECTIONS OF OUR NATIVE STATE, AND WISH HER WELL. —
Gentlemen; — I pledge the *continued* prosperity and peace of —.

The NEW WOMAN

Ladies and Gentlemen;—

I want to say a word in favor of the *New Woman*;—the woman with the *vote*—and with new responsibilities. / —I ⁴glory in the *emancipation* of woman. \ —I am glad she has her rights,—and is no longer *left*. \ —I am glad she has at last come into her *own*. \ —She ¹has always bossed the job, but it was in *secret*, / and ⁸now she can come out into the *open* and boss it legally. \ —

But it is presumptuous in me to attempt to speak for *woman*. \ —¹She is quite capable of doing all the speaking for *herself*. \ —She is at it morning, / noon / and night, / —especially at *night* \ —for all married men will agree with me that woman rises to her ²*greatest* heights of eloquence after *midnight*.—

It has been said that woman should be like ⁴a *town* ^ *clock*,—which speaks but *once* an hour, \ —but should not speak loud enough for the ⁸whole town to *hear*. \ —Or like ²an *echo*, \ —which speaks only when it is *spoken* to, \ —but should not always want the *last word*. \ —We are willing to *let* her have the last word, \ —in fact ⁷we are usually glad when she has *reached* it. \ —

Time was when woman was man's *inferior*. \
—now she is his *equal*. \—She has reigned
supreme in *the household*, \—and will soon
⁸dominate in *politics*. \—Then the world will
be a safer place to *live* in. \—

⁹HERE'S TO THE NEW WOMAN, \—AND TO
HER OLD MAN. \—May the world progress—
just in the proportion that woman gets her
rights, \—and may she redress all the world's
wrongs. \

TAKING LEAVE of an OLD MINISTER

Reverend Dr. Blank; \—

It is with sincere *regret* \—that we have
assembled to take *leave* of you. \—You have
been in our midst ¹for the past fifteen years, \
—and have become *one* of us. \—Indeed,—
⁸there are some among us who cannot recollect
the time you have *not* been here. \—It will
seem *strange* not to see your venerable and
benevolent face ¹looking down from your *pul-*
pit, \—nor to hear your *voice* admonish us and
expound to us the truths of the *Bible*. \—It
will seem *odd* to see a new form and face ²where
we have been accustomed to behold *yours*—
week after week. \—But all things *pass*, \—
and we follow the immutable law of
change. \—

IN THE NAME OF THE CONGREGATION,—I
BID YOU GOD-SPEED IN YOUR NEW WORK. —
Though we are sorry to *lose* you—we recognize that it will accrue to your *benefit*,—and that you will find in your new sphere of activity a field of *usefulness*—such as you could not find with us.—May your efforts be blessed with *fruitfulness*—and may your success be of so *signal* a nature,—that we shall share in its *glory* by reflected light.

PART III
BUSINESS *and* POLITICAL
FUNCTIONS

CONTAINS a number of speeches that are appropriate for business meetings and political gatherings. They comprise such needful material as a speaker would use before a Board of Directors, talking to employers or employees, discussing on labor problems, presenting gifts, banquets of business men, addresses to candidates, etc.

They are marked for Pause, Emphasis, Climax and Gesture, and may be used as study models or form the base on which you will build your own thoughts. They may be delivered as given or paraphrased to suit the requirements.

Even though the occasion be informal, such as presenting a suggestion to the head of a business house or to a committee, a proper delivery and a suitable choice of words will go far towards carrying conviction and insuring success.

Just before delivering your business speech it is suggested that you play over one or two of the Occasion Speeches on the records for inspiration in delivery. The numbers in the context of these speeches refer to the gesture illustrations in the back of the book.

At a BOARD MEETING

Speech by an employee

Mr. Chairman—/—and Gentlemen of the Board./—

I want to *thank* you for according me a few moments of your valuable *time*^—to lay before you a proposition that I have formulated—and which I think will be beneficial to our *business*.^—

Ever since you promoted me ²to the head of the *shipping* department,/—I have been making mental notes of the *work* done by my *subordinates*^—and I have come to the *conclusion*/—that there is not as much efficiency as there *should be*.^—Most of the employees ¹have fallen into a *rut*/—and IT SEEMS IMPOSSIBLE FOR THEM TO GET OUT—WITHOUT AN ENTIRE CHANGE OF THE UNDERLYING CONDITIONS.^—While I ⁷may have the *authority* to go ahead and make these changes,/—I hesitate to *do so* without having informed you of them—and asking your *co-operation*.^—It will require ⁶not only your *moral* support,/—⁶but also an *appropriation* of several thousand dollars—to carry out my plans.^—I am *sure*,^—however,—that the results will more than compensate for the expense and labor *incurred*.^—

Briefly then, /—⁷here is what I propose to do.—

(Give in detail your plan for betterment.)

We have ¹good men in charge of the various details, \—and if the suggestions I have just outlined are carried out, ^—I am sure that we can count on 50% *more* efficiency than we have had at the *same* cost for labor. \—This is surely an end to *strive* for. \—I thank you for your kind attention.

At a BOARD MEETING (bis)

An employee vindicates himself

Mr. Chairman /—and Board Members of the A. B. Co. \—

I have asked you for a few moments of your time, so that I can reply to the various *criticisms* /—which I hear have been launched *against* me. \—On taking charge of the manufacturing *department*, ^—I found a condition of great *laxity*. \—¹Most of your employees, —having been with you for many *years*, —had developed a feeling of *indifference* /—and I was obliged to reprimand Mr. B. for *neglect of duty*. \—¹⁰He *resented* this, \—and has been sullen ever *since*. \—I am *sure* that any *ill-will* that has been manifested against me—arises from this *incident*. \—

I have re-organized the entire *manufacturing* department,^—and am now getting 25% *more* efficiency out of it than *before*.^—⁴It is *this* that will count in the end,—and I AM SURE THAT THE PROFITS DURING THE NEXT SIX MONTHS—WILL SHOW A DECIDED INCREASE.^—

At the *same* time^—there are ³many improvements that I have in *contemplation*.^—²The dyeing room is too *restricted*,^—and is not situated *conveniently*.^—There is too much loss of *time*—in moving the fabrics from the dyeing room into the *spinning* room.^—I have just placed a contract ²to build a new dyeing room immediately *adjoining* the loom shed,^ at a cost of \$10,000.^—This money has been allowed me by the *Board*—and will be *well* spent.^—I am also experimenting with a new process for *mercerizing* cotton.^—If it is the success I *anticipate* it will open ⁸up an entirely new field for our *product*.^

I find upon *investigation*—that there is a promising field for our goods ²in *South America*,^—and would suggest your sending an agent to Argentine or *Brazil*—to develop its *possibilities*.^ Numerous inquiries have ¹*already* been received from these states;—and our product has met with *favor*.

I thank you for this opportunity to present my case.^

BOARD of DIRECTORS' MEETING

Statement of the Financial Man

Mr. Chairman[/] and Members of the Board of Directors;[/]—

You have invited me to attend this *meeting* —for the purpose of giving you an *idea* of the financial condition of our *business* —and I am *glad* to comply.[\]—

The year has been a most *satisfactory* one[\] —from a financial point of view.—Owing to the improvements ²inaugurated last *January*,[/] —we have ⁶increased our output by over 10%,[\] —and ⁶our net *profits* by 25%.[\]—This is in the face of the unsettled conditions prevailing throughout the *country*.[\]—We have been enabled to pay off over half of the loan we had negotiated with the *National Bank*,[\]—and HAVE A SURPLUS OF OVER \$25,000 ON HAND.[\]—

¹There are still some improvements to be *made*,[\]—and I would suggest some *rearrangement*,[/]—so that the effort to move our product may be *minimized*.[\]—We ¹have grown a little too *fast* for our plant,[\]—and it would be the part of wisdom to spend, say twenty thousand dollars,[/]—*now* in putting in a new wing for the *packing* department.[\]—

I thank you, gentlemen, for your attention.

MANAGER of a BUSINESS ADDRESSING EMPLOYEES

Can be used at a convention, noon-day talk, etc.
Fellow Associates:—

You hear a great deal nowadays⁶ about the Working or ⁶*Laboring* [^]*Classes*.—They have assumed an importance—in the eyes of the world—that they never had *before*.—They are coming into their *own*.—²Woodrow Wilson said in one of his *speeches*,—“I am keenly *aware* that the social structure rests upon the *working classes* of the world.”—⁷Now who *are* the working classes?—Are they ⁶merely the men ⁶and women who work with their *hands*,—who toil a certain number of hours a *day*?—Or do they ⁶include the *teachers*,—⁶preachers,—⁶clerks,—⁶doctors,—whose work never *ceases*?—⁸How about the *business* man,—who not only works while at his *office*—but usually takes his cares and worries *home* with him—and never expects to get paid for “Overtime.”—The risk,—the worry,—the actual,—effort ¹involved in the creating of a business or manufacturing *enterprise*—and its maintenance—is *such* that ¹⁰no hand laborer’s efforts *exceed* it.—⁴It is the manufacturer’s duty to feed the mouths of the

workers and their *families*,\—to provide through legitimate *profits*—the *means* to enable *professional* men to spread the knowledge they have acquired.\—IT IS HIS BUSINESS ¹⁰TO CREATE VALUES' BY AN INTELLIGENT DIRECTION OF THE LABOR OF OTHERS.\—

(A small boy once stepped on a *weighing* machine,\—but he had no penny to drop into the slot.\—(When he saw that the index did not *move* he said;\—“I haven't any *money*,\ and so I don't *weigh* nothing.”\—He hit the nail on the *head*.\—Were you ever placed in a position where you had nothing to *offer*?'\—In *that* case ¹you were of little weight in the *community*.\—It is the creator of values that weighs *most*.\—And this is true of both, the man who labors with his *head*,\—and the man who labors with his *hands*.\—

TO EMPLOYEES or WORKING MEN
Gentlemen;\—

When I meet a man,\—one of the first things I want to *know* is,\—⁶is he a *producer*' or ⁶a *consumer*?'\—⁷Does he *add* something to the *world's* wealth\ or ⁷does he just use up the proceeds of money left him by some ancestor who was more thrifty than *he*?'\—It is not the power of position that *justifies* a man's

living,\—but the power to add to the world's *possessions*.\—⁶A man may keep his *engagements*,/\—⁶pay his *debts*,/\—⁶and have money to *burn*,\—but the *question* is,/\—is the ²*world* any *better* for his presence in it?\—

Edison defined Genius “as one-third *inspiration*/\—and two-thirds perspiration.”\—⁴Genius is the ability to work fifteen hours a *day* and more, to carve out a future.\—The tools that wrought the biggest businesses in this land are ⁶*imagination*,/\ ⁶*industry*,/\—⁶*patient toil*.\—Genius needs *industry* just as much as industry needs *genius*.\—⁸ASK ANY MAN WHO HAS BEEN SUCCESSFUL HOW HE DID IT/\—AND HE WILL TELL YOU;—THAT IT WAS THROUGH ⁶APPLICATION,/\—⁶HARD WORK,/\—SPECIAL KNOWLEDGE/\—⁶AND THEN MORE HARD WORK.\—⁴The man who watches the *clock* and drops his tools at the stroke of the *hour*,/\—may go home with his fat wad in his pocket on *pay-day*,\—but he will never be in a position to pay wages to *others*.\—

⁷Every one of you men is ambitious to become an *employer* of men.\—a *producer* on a large scale,\—and it is possible for you to *achieve* it.\—There is a great lack of big men ³in the *world*, and an over supply of *small men*.\—It is for you to qualify as leaders or remain in the ranks.\—Which will it be?\—

TO EMPLOYEES on SHARING PROFITS

Can also be used on Labor day, etc.

My Friends;—

It is the pleasant mission of this committee—to announce that we have passed through a good *year*—⁷and that we are about to share our profits with you according to our *agreement*.—We are dividing a surplus of \$—among 250 of our faithful employees,—and are *gratified* to be able to do this.—⁸It is largely due to *your* co-operation that we are in this fortunate financial *condition*,—and ¹we want you to know that we *appreciate* your efforts.—

³This is a glorious country in which to *live*.—¹Opportunity *beckons* to you.—Here you do not have to be ⁶a soldier or ⁶a *slave*,—but ⁴with head *erect* can choose the vocation that suits you *best*.—⁷You have no handicaps but those which you make for *yourself*.—If you are ⁶fair towards *others*,[^] ⁶they will be fair towards *you*.—You are judged ⁶not by your *birth*,—⁶but by what you make of yourself.—⁸TRULY, THERE IS NO COUNTRY IN THE WORLD WHERE YOU HAVE SUCH A CHANCE TO RISE.

Your position in life is the result of your acts, / and the means you *employ*. \ — 'If you work with your *hands* only, / —your chances for advancement are small. \ — ⁸But if you apply your head / —and your hands / —there is no reason why you should ⁴ not stand with the *big men* of the age. \ —It is not a question of working *long* or *short* hours, / —but of doing your *utmost*, \ —intelligently with the hours you *have*. \ —

In the new year, —let us ⁶strive for still *better* results, \ —⁶for *greater* success. \ —Whatever measure is meted *out* to us, / —we ⁸will share with *you*. \ —All we ask is your *loyalty* and whole hearted *co-operation*. \ —

LOOKING AHEAD

Speech at a business meeting

Gentlemen: \ —

Business has never been more *prosperous*, \ —and we have cause to be *thankful*. / —There are, ⁴of course, clouds on the *horizon*, ^ but we may trust to the good sense of the community to avoid the *rain*. \ —There are ¹⁰*pessimists* who always insist that we are on the verge of *catas-trophe*. \ —They cannot get used to the thought that the future will be *bright*. \ —

Capital and labor are only *elements*.—Without each other they would both be *useless*.—⁶Capital must supply the *where-withal*—and ⁶labor must fashion into shape.—⁸They are both hands of the same body *politic*.—Unless they work *harmoniously* together there can be no *prosperity*.—

⁶Capital and ⁶labor *both* need tools.—Otherwise the raw material is only in the *way*.—And the best tool of *all*—⁴is “WILL POWER.”—The moment we say ³“It *can* be done,”—and set ourselves to *doing* it,—we are on the road to *progress*.—If everyone would say ⁵“It *can't* be done,”—the world would be at a *standstill*.—We must look *forward* not backward.—Remember what happened to Mrs. Lot—who turned her head and became a pillar of *salt*.—

⁴Let's look *ahead*—and enjoy the prospect.—THERE IS A POT OF GOLD AT THE END OF THE RAINBOW.—IT TAKES THE COMBINED EFFORT OF CAPITAL AND LABOR TO SECURE IT.—

The ENEMY of LABOR

A speech before a body of laboring men
Fellow Americans:—

³We are *workingmen*, and as such have a *duty* to perform,—⁶a duty to *ourselves*—⁶and

to the *world*. — The average workman has the mistaken idea that the capitalist is his *enemy*. He also basks in the delusion—that it is the *capitalist* who must do all the fighting to protect his investments, — and for the retention of *trade*. — He seems to look upon *himself*, as an *outsider* — with no worry except in as far as it concerns his weekly *pay*. — This is a sad *error*. — The workman, too, — must *battle* — to keep up the high standard of living on this side of the *Atlantic*. — He believes that in the industrial *contest* — there are two great *parties*, — the capitalists or moneyed men on *one* side — and the men who labor with their *hands* on the other, — and that all employers and employees in *all* lands — are arrayed against each *other*. —

It is time we realized the *fallacy* of this idea. — There is no greater *enemy* of the American workman — than the so-called proletariat of Europe. — ONCE EUROPE BEGINS TO BESTIR HERSELF, — SHE WILL NOT HESITATE TO DUMP HER CHEAP PRODUCTS INTO AMERICA, — AND THE WHOLE STRUCTURE OF AMERICAN STANDARDS WILL BE IN DANGER OF A COLLAPSE. —

Your interests are the same as those of your employers; — to work for *America* first and

foremost,\—and to produce so *much* and so *well*—that you need fear no ¹⁰*competition*.\—
The worst enemy of American labor—is
'*European labor*.\—His greatest *friend* and
patron ²is *American capital*.\—

ABOUT ADVERTISING

To be delivered before a business meeting

Gentlemen:/—

We are all *advertisers*.\—⁶The baby that makes its wants known by *bawling*,\—⁶the maiden who displays her charms at dances and *parties*,\—⁶the old man who prepares the epitaph on his *tomb-stone*,\—are ³all advertising their needs or their *virtues*.\—¹The hen that cackles whenever she lays an *egg*—is simply advertising her wares.\—³It is *universal*;\—the most important action in our lives^—is to let others know what we can *do*.\—

⁶The fakir and business *charlatan*,/—the ⁶patent medicine quack/ and the ⁶oil stock salesman/—are guided by their *instinct* for publicity.\—They use with skill the greatest selling force of the day,—*advertising*.\—⁴If these people can gain their ends by persistent advertising,\—how much more can the sin-

cere manufacturer move himself to the front by the *same means*. — Because advertising has been used by *disreputable* men — with *unworthy* products — is no reason why you should deem advertising *beneath* you. — The greatest, — in fact ⁶the *only* mercantile successes — have been built up by publicity. — ⁶Intelligent, — ⁶*persistent* advertising — ³combined with common-sense *merchandising*, — will win out in the *end*. — ¹⁰Honesty of *goods* and ¹⁰honesty of *purpose* — WILL CLINCH YOUR SUCCESS AND MAKE IT PERMANENT. — TRULY, PUBLICITY IS A GREAT FACTOR IN MODERN BUSINESS SUCCESS.

PRESENTING a GIFT

To a valued employee on the occasion of completing a term of years with the firm

Mr. Brown; — Fellow board members: —

To have rounded out a term of *years* in the service of a concern, — ⁶whether it be in a *high* or ⁶*low* capacity — is an achievement which deserves special *recognition*. — ¹Too often there is an absence of that sense of loyalty and *attachment* — which should exist between employer and *employee* — and which alone is the *true measure* of service. — Too often,

alas,—there ⁵is positive *antagonism* between the two,—based on a mistaken notion of their relative *positions*.—

You have, Mr. Brown,—been with us *twenty-five years*;—⁴truly a record to be *proud* of.—⁷You came as a young *man*, when the organization also was *young*,—and have remained faithful through all its vicissitudes and changes,—⁶have grown *up* with the business and ⁶had a part in its *prosperity*.—Your steadfast endeavors and conscientious work have had *much* to do with its *progress*.—

We cannot allow this occasion to pass without a word of *gratitude*—and a tribute of our *recognition*.—⁷In presenting you with this *loving cup*—we trust you will consider—not the *intrinsic* value of the memento—but rather the *sentiment* which prompts it.—Rest assured that it is accompanied by the best wishes of the company—⁸that you may be spared for many *more* years of useful *activity*—in its *service*,—and THAT RIPE OLD AGE WILL SEE YOU ENJOYING THE DELIGHT OF HAVING DONE YOUR DUTY WELL AND FAITHFULLY.—

(N. B.—If a raise of wages, or a bonus accompanies the gift, mention of it may be made in the following words:—)

"It is the wish of this company that you may share in its prosperity in a *practical* way,\ —and they have therefore decided to reward you by an increase of \$—— in your *salary*." —Or—"They take pleasure in handing you this envelope as a token of their *appreciation*." —

REPLY to PRESENTATION SPEECH

An officer or employee having received a gift replies:

Mr. Chairman;\ —and Members of the Committee;\ —

I am *overwhelmed* by your kind✓ words—and by the magnificent ———— with which you have just *presented* me.\ —I was totally *unprepared* for this generous praise,\ —and am so affected that I can scarcely find words to express my *thanks*.\ —During the years I have been associated with this *business*✓ —I have been the recipient of your good *will*\ —and have endeavored to repay in *kind*.\ —⁷If I have won your approval and *esteem*,\ —I have cause to be proud,\ —for I want to confess ⁸that I never was associated with a finer or more *congenial* set of co-workers.\ —

Efficient service is the result of *encourage-*

ment.—²Business—like society—is made up of human *beings*,—and we are all *dependent* upon each other and eager for ⁸each other's *good will*. \ —I want to thank you *all* for the encouragement and helpful *criticism* you have given me. \ —It will be of service to me in the *future*, / —no matter where fate may *take* me. \ —I want to thank you, too,—for this beautiful gift, \ —which I shall treasure above all others. \ —And in *conclusion*, / —⁷I WANT TO EXPRESS MY HOPE THAT THE WORLD WILL TREAT YOU WELL \ —AND ⁸THE FUTURE HOLD NOTHING BUT HAPPINESS FOR YOU ALL. \

PRESENTING a GIFT to a RETIRING CO-WORKER

In behalf of your co-laborers, / — Mr. Jones: \ —

Your *friends*, \ —⁶and surely every man and ⁶woman connected with this business, takes pride in calling you a *friend*, \ —cannot permit you to depart without a direct expression of their *good will*. \ —⁷They note with sincere *regret* your determination to sever those relations—which have been bonds of friendship for so many *years* ^ —and to ²retire to a well-earned *rest*. \ —(Or:—to take up your life's work elsewhere.)

Your co-workers have chosen *'me* as their *spokesman*\—and requested me to present you with this little token of their esteem and *affection*.\—May it serve to remind you—whenever it meets your *eye*,\—of the many happy days we spent together—and the little band of admirers you leave *behind*.\—

²Whether you engage in other active *duties*\—or retire to take that ease which all of us hope to achieve in *time*,\—MAY YOU FIND A REALIZATION OF YOUR HOPES—AND MAY PEACE AND PLENTY CROWN YOUR DAYS.\

PRESENTING a GIFT to a TEACHER
On the occasion of her birthday or other event
 Fellow students of Class B.,\—and Miss Brown:\—

I have been chosen by a committee of my school fellows to present you,—dear teacher,\—with a little token of our esteem and *regard*,\—on the occasion of your *birthday*,\—(or, your 25th anniversary as a teacher,—or any other occasion).

It is a source of great personal *pleasure*—to have been thus *selected*,\—for whatever ¹I may say in praise of you comes from my *heart*.\—I think ³we all recognize the diffi-

culties of the part a *teacher* plays.—⁷School children are often *careless* and *thoughtless*,\ as the result of youth and *inexperience*,—and do not always repay the kindness and loving care of their teacher as they *should*.—*As we grow older*—WE BEGIN TO APPRECIATE THE SELF-SACRIFICE AND HEROISM OF OUR INSTRUCTORS,\ —¹But it is then *too late* to undo the trouble which our youthful follies may have *caused*.—We have often tried your temper and forbearance,\ —and ⁸if we have pained you\ we ask your *pardon*.—⁷Let this little gift atone for our *shortcomings*.—Do not regard its intrinsic *value*,\ —but cherish it as a token of our *love* for you.\ —And with it goes the wish and hope that your future will be *happy* and free from *care*.\

(In case the teacher has resigned, add:—)

They say ⁹that “Blessings *brighten* as they take their flight.”\ —Now that you are about to *leave* us,\ we feel that we are the losers\ —⁸and regret that we did not make *better* use of our opportunities when you were still ready to guide and *direct* us.\ —Rest assured,\ —dear teacher,\ —⁷that we appreciate all you have *done* for us,\ —and that you take with you in your retirement our affection and good wishes.\ —

REPLY of TEACHER ACCEPTING GIFT

Dear Pupils of Class B:—

I cannot tell you how full to overflowing[✓] my heart is with *gratitude* for your thoughtfulness,[✓]—and I feel that *words* will not quite express my thanks to you for your kind *gift*.[✓]—As you know,[✓]—a teacher's life is ⁵not always a bed of *roses*,[✓]—and there is many a pang to spoil a *perfect* day.[✓]—But I ⁶was a *child*[✓]—before I ⁶was a *teacher*[✓]—and I know that it is not all ill-will nor a bad *temper* that makes children a little trying at *times*.[✓]—¹It is rather *thoughtlessness* that comes from *youth*[✓]—and which all of us must outgrow before we can reach *perfection*.[✓]—

THIS CLASS HAS ALWAYS STOOD HIGH IN MY AFFECTIONS.[✓]—It is composed ⁸of boys and girls who are well brought up and *bright*,[✓]—and who will,—I am sure,[✓]—give a good account of themselves when they grow to be *men* and *women*.[✓]—²Some day, when you cross the line that separates childhood from *manhood*,[✓]—you will perhaps give a thought to your old teacher—and remember some of the lessons she tried to *teach*.[✓]—

I thank you for your beautiful *remembrance*.[✓]—I shall always cherish it as an expression of your love and *sincerity*.[✓]

FAREWELL ADDRESS

To a person leaving on a trip

Mr. Blank:\—

In the name of my *co-workers*,—I ¹want to bid you farewell on your departure for *Europe*,\—(or from our city). We cannot refrain from a slight feeling of *envy*\—when we think of the glorious *vacation* that you will enjoy,\—¹and we sincerely trust that you will return to us in *good time*,^—in the *best* of health—and rejuvenated in body and mind by the experiences through which you are about to *pass*.\—

¹While you are *away*,/—²think sometimes of those you have left *behind*.\—Think of us ³as we sit at our daily *tasks*,/—and depend upon it—that we will endeavor to do our *duty* as **THOUGH YOU WERE HERE IN PERSON TO SUPERINTEND US**.\—

¹The various plans which you have suggested/—and which are already under *way*,/—will be carried out to the best of our *ability*,\—and we trust that by the time you come *back*/—to be able to demonstrate their *practicability*\—and ⁷to show a nice balance on the *profit* side of our ledger—through their *influence*.\

⁸In the name of all your friends and *associates*,/ we bid you *God*✓*speed*,—²a safe voyage and a happy *return*.\—

ADDRESS OF WELCOME

To a person returning after a trip, or illness
Mr. Blank:\—

I have been appointed *spokesman*\—to tell you in behalf of my co-laborers how *delighted* we are to have you back with us.\—During your *absence* many things have happened,\—some *good* and some *bad*,\—BUT ALL OF THEM HAVE BEEN SUCCESSFULLY HANDLED,\ AND WE HAVE GONE FORWARD IN THE GOOD WORK.\—

⁷We welcome you back to your *desk*,—and hope that you will find our progress *satisfactory*.\—We pledge ⁸to you our heartiest co-operation in the work you have to *do*,\—and know that in the future as in the *past*—we will all labor together as one harmonious family.\—

AT a BANQUET of BANKERS

Gentlemen:\—

When I started out in life I decided to become a *banker*.\—I discovered later that the only chance I had ¹of opening a *bank* was with a *crowbar*.\—I *still* have an indefinable yearning ³to *associate* with bankers,\—and ever so often I approach one timidly—and try to borrow a little money on doubtful *security*—to help me, out of a tight *fix*.\

Some poet has said;—I'm not sure whether it was Shakespeare or not,—“Money's the root of Evil, dross and *stuff*,’—¹⁰“But *Oh*, if we could only get *enough*.”—

It would be *presumptuous* for me to make any *suggestions* to this august assembly,^—for after all, I am but a *layman*;—that is I am laying low ¹*most* of the time.—Still I feel that a few suggestions might be *welcomed* by you.—¹I would like the acquisition of money made *easier*.—I have observed that my reception at the bank when in need of money depends on the condition of the *money market*.—When it is *easy*, ‘the president falls on your *neck*,’—‘takes you out to *lunch*—’and cheerfully loans you any sum you *ask for*.—Next day ²there is news of the Bolshevicki capturing *Honolulu*,—and money goes up to 50% a *second*,—and the president greets you with a number 16 *boot*.—

Bankers are too apt to judge a man by the *clothes* he wears,—which is a mistake.—²Russell Sage wore clothes that cost but a *trifle*,’—but he could sign his name to a million dollar *check*.—

One word more before I *close*.—WHENEVER MONEY IS REAL PLENTIFUL DON'T HESITATE TO PHONE ME,—AND I WILL COME AT ONCE.—

On SUCCESS and FAILURE

Gentlemen:—

The subject that has been assigned to me this evening—is “*Success and Failure.*”¹—
²It is a *vast* subject,—and in the few moments allotted to me,—I can only hope to ¹*touch* upon it. What constitutes *success*?—³Is it the acquisition of *wealth*?—*Hardly*,—for many a rich man will tell you how *unhappy* he is.—
⁴Poor health,—⁵many cares,—⁶a discordant household,—more than outweigh a big *bank account*.—

⁴Success is rather to be found in *contentment*,—in being *satisfied* with a competence.—⁸What is *failure*?—It has been described as one of the important steps in the University of *Hard Knocks*.—More people attend *that* university than any other—⁷and ⁸its graduates are scattered over all the *earth*.—And yet *Failure* is only a *relative* [^]term,—and has produced magnificent *results*.—

²Take all the big successes of civilization and study their *careers*—and you will find that they began life as *failures*.—Columbus ¹tried a dozen times to secure ships to cross the *Ocean*,—but met with *failure*.—It was failure that taught him *perseverance*—and finally led to *success*.—¹Grant was a *failure* in busi-

ness, \ —but as soon as he found his true sphere —he leaped to *Success*. \ —²Lincoln was a *failure* from birth, ^ until he began to study law — and in time became the *idol* of his land. \ —
¹⁰Roosevelt was a failure as a youth / and 'as a *cattle man*, \ but his experiences paved the way to *Success*. \

Failure is a bad tasting medicine which cures indolence and tones up the *system*. \ —¹⁰IT IS GREATER THAN SUCCESS—IF IT EVENTUALLY LEADS TO SUCCESS. \

On PATRIOTISM

A humorous speech before a patriotic club

Fellow Patriots: \ —

This is a *glorious occasion*, \ —and it is well that we take note of the underlying causes that have made it so. \ —I have—therefore—chosen as the subject of my brief discourse; \ —⁹*Patriotism*. \ —

When it was suggested to Washington—²at the close of the Revolutionary War—that he reign as *king*, / —he replied that he didn't see what he had ever *done*—to lead people to the impression that he could listen to such a mischievous *suggestion*. \ —¹⁰That was *true patriotism*. \ —Just now, —I feel as though I would have given the *same reply*. / —²Kings

are having a hard *time* of it, —and I'm glad that no one has asked me to accept a *crown*. — It would have been embarrassing to *refuse* and equally embarrassing to *accept* it. —

We are here at this banquet—as a patriotic duty at \$5 a head. —It is our duty, —³as good Americans —to indulge in such a patriotic orgy once a *year*. —We will go home better *citizens*,—and tomorrow we can take up our burdens with *greater joy*. —¹Since the days of *prohibition*,—we go home sober—and awake without that *dark brown taste*—that used to mar our patriotism in by-gone days. —

³If you have ever been in Europe, —YOU WILL KNOW WITH WHAT ARDOR YOU HAVE RETURNED TO THIS BLESSED LAND OF THE FREE. —You may have looked ⁴at the stupendous *pyramids* with contempt,—remembering the *skyscrapers* in your own beloved land. —You laughed ¹at their puny *rivers*, —as you remembered your own raging *Mississippi*. —True, —⁹*unadulterated* patriotism had you in her *clutches*. —But when you reached your own *custom house*, —your patriotism may have petered *out*, for you neglected to declare that pearl necklace you brought as a present for your wife. —But then we can't be patriotic *all the time*. —We have to stop occasionally to eat and digest. —

At a POLITICAL BANQUET

Fellow-Sufferers:\ —

Politics is a *great game*.\ —During the — years of my terrestrial existence,—I have seen many political *upsets*.\ —⁶I have seen rascals turned *out*\ —⁶and reformers put *in*,\ —and I have said,—⁹“The Millenium has *came*.”\ — The next time ²the reformers went out *flying*,\ —and the rascals came *back*,—and I said; ⁵“The Millenium has been *postponed*.”\ —Before the newcomers had time to *clean up*,\ ⁴they were *cleaned out*.\ —In the meantime,—I have quietly pursued the even tenor of my way,—⁶evading *jury* duty,—⁶swearing off my income *taxes*,—⁶nullifying the Volstead act,—and LEADING AN OTHERWISE HONEST LIFE.\ —

Once when I was about six years of age, I got mixed up with a gang of *boys* who wanted to know whether I was a *Democrat*\ or a *Republican*.\ —¹I told them I was *neutral*,\ and so escaped a *licking*.\ —I have been a neutral ever *since*.\ —³I don't care *which* side gets licked.\ —I've often thought I would like a political job,—but never could make up my *mind*—whether it would pay ⁸better to be a *Republican*\ or a Democrat;\ —so I remained on the *fence* and stuck to my legitimate *business*.\ —The more I read about *politics*,\ —the

more I get mixed *up*.[\]—¹I understand that Woodrow Wilson made the world safe for the *Democrats*,[/]—and therefore I'm inclined to side with *them*.[\]—On the other hand,—²so many European nations have become Republics of *late*,[/]—that I think it may be better to side with the *Republicans*.[\]—Whatever I do,—I suppose I'll wish I had done the *other* thing.[\]—

CONGRATULATING *a* CANDIDATE Honored Sir:[\]—

The noise and confusion of election are *over*,[\]—the result is *ascertained*,—⁷and in behalf of this committee I am proud to say that the verdict is *most satisfactory* to us.[\]—⁸You have achieved *success*—but you had within you the elements that *make* for success,[/]—the traits that have endeared you to the men who *voted* for you,[\]—³and their verdict at the polls will be approved by *all your countrymen*.[\]—

You have ⁶won a proud victory over a strong *adversary*,[\]—and ⁶it has been a *clean* victory,—⁶free from the many debasing incidents which are so often attached to a political *conflict*.[\]—As chairman of this *committee*,[/]—it is ⁷my pleasant duty to *congratulate* you—and to wish you a long and peaceful ca-

reer of usefulness in your *new office*. — And when you *retire*, may it be with the blessings and good wishes of your friends and the community at large. — ⁹MAY YOUR WORK BE CROWNED WITH SUCCESS. —

“ ’Tis not in mortals to *command* success,” — says the poet, — but we can all *deserve* it, — and it will surely come to those who labor for it whole-heartedly as ¹*you* have done. — That you will *worthily* fill the office to which you have been elected, — is *certain*, — and we trust that you will be spared to fill it ²for a very long term. —

REPLY of a CANDIDATE

To a speech of congratulation

Mr. Chairman, Gentlemen of the Committee: —

I thank you from my *heart* for your words of praise and *encouragement*. — Too many ²blame *Fate* for their failures. — As Shakespeare wisely says: — “The *fault*, — dear Brutus, — ⁴is not in our *stars*, but in *ourselves*.” — I realize that it lies within my power to be *successful* in the office to which I have been chosen, — and if I *fail*, — it will ⁵not be because the spirit was *unwilling*, — but because the flesh was *weak*. — HOWEVER, ¹⁰I MEAN TO

SUCCEED. / — I want it said of me, ²after my *retirement*, \ — “He gave us the *cleanest* administration we ever had. \ — The triumph which I *now* enjoy, / — thanks to your efforts — and to the willing help of my many friends and associates, \ — ⁴I shall prolong into a triumph that will endure *throughout my term*. \ — ⁸I pledge my *honor* — that the trust I am about to assume shall be kept *pure* and *unsullied*. \ — It is not a *personal* triumph, \ — but ⁹a triumph of the *great cause* I represent, \ — and I shall keep the Cause *high* in the esteem of the world. \ —

Again, — I thank you for your efforts in my behalf, / — and for the *honor* you have shown me today. \ —

PRESENTING a GIFT to a PUBLIC OFFICIAL

Honored Sir: / —

It gives me sincere pleasure ¹to represent a committee of *citizens* — who in their turn represent a great *community* and to hand you in *their* behalf / — this as a slight token of the high esteem in which they hold ^ you — and of their appreciation of the satisfactory manner in which you have discharged the very *difficult* and *onerous* duties / that de-

volved upon you in consequence of the *crisis* through which we have just *passed*. — (Or, “Pertaining to your office.)

You have won,—⁶by your steadfastness in the cause of right—and ⁶by your high character and integrity—the confidence of your friends—and ³even the admiration of your opponents,—and by your praiseworthy and energetic *conduct*—have reflected credit upon our fair *city*. —

In handing you this *souvenir*, —may I not express the hope that ⁸you may be spared us for many more years—AND THAT AT THE END OF YOUR CAREER AS A PUBLIC OFFICIAL, —YOU MAY RETIRE WITH THE PRAISE OF YOUR FELLOW-CITIZENS RINGING IN YOUR EARS AS IT DOES TO-DAY. —

REPLY of a PUBLIC OFFICIAL

On receiving a gift from a committee of citizens

Mr. Chairman, and Gentlemen: —

Your too flattering words—and this beautiful souvenir—indicative of your *good will*—have filled my heart to *overflowing*—and I find it difficult to *respond*. —¹It is *true* that I have met difficulties in the discharge of my *duty*;—and what public man does not?—

It is one of the accompaniments of public office to be misunderstood and *criticized*. —

All the *more*,—therefore, —do I appreciate this generous and whole-hearted *praise* on your part —and *thank* you for it. —⁷It comes from *friends* whose good will is dearer to me than all *else* on earth. —I need scarcely tell you—that since the day that I entered the arena of *public life*, —my aim has been ⁶to do *right*, —⁶to labor with *earnestness* in behalf of my fellow-citizens, —and ¹⁰to win recognition through *merit*. —I hope that my efforts will eventually be crowned with *success*, —and I SHALL NOT REST UNTIL I HAVE ACHIEVED THAT SUCCESS. —

Again I thank you for the remembrance and for your good *wishes*. —

PART IV

AMERICANIZATION ADDRESSES

THE necessity of Americanizing the foreigner who comes to our shores is fully recognized by thinking people, and there are numerous societies founded with that laudable purpose in view. It is essential that the embryo citizen should be started squarely upon the road, should be taught to think and act according to American ideals, and to value the high privilege afforded him of becoming a part of our great nation.

This section of *Book Three*, therefore, is devoted to speeches of a patriotic nature, that have a direct appeal to all patriotic Americans and a special appeal to those who deal with social and political questions, or have the training and instructing of un-American minds in their charge, and to aliens who desire to become acquainted with American traditions.

They are written with the object of assisting in solving the problem of Americanization. Besides these, there are several speeches on the records, the texts of which are in Part I of this book. There is also a speech on the American Flag in *Book Four* to illustrate the subject of Preparation.

These speeches not only furnish excellent material for practice but provide basic arguments on which a speaker may build or elaborate and present to any audience or group of people where the purpose of the talk is Improved Citizenship.

INALIENABLE RIGHTS

Mr. Chairman[/] and Friends:[\] —

In the reading of the Declaration of Independence we come across these words:[\] —

“We hold these truths to be *self evident*,[/] — that all men are created *equal*,[/] — that they are endowed by the Creator with certain *inalienable rights*,[/] — that among these are *life*,[\] — *liberty*[\] — and the *pursuit of happiness*.”[\] —

I doubt ²whether there were ever words uttered — that are more fraught with *meaning* than *these*.[\] — To some they are *vague*[/] and they have often been *misunderstood*.[\] — That sentence: — ³“All men are created *equal*,” — without its modifying clause — has often been pointed out as *untrue*.[\] — If anything is *positive*[\] in this world,[/] — it is the fact that ⁵all men are *not* created equal in respect to bodily attributes,[\] — intelligence[\] — or *fortune*.[\] — ⁶The man who is born in a *hovel*,[/] — ⁶the man who springs from *criminal progenitors*,[/] — ⁶the

man who comes into the world maimed or with inherited *disease*,⁸—can certainly not be considered the *equal* of the man who enters life surrounded by every *luxury*,⁸—with limb and mentality *sound*⁸—and with the blessings that come from *wealth* and *health*.⁸—One man ⁶is *weak-minded*,—⁶another is a *genius*,—⁶one a giant in *stature*,⁶—⁶another a *pigmy* in strength.⁸—

What, then,⁸ *does* it mean?⁸—The modifying phrase that follows tells us what the fathers of our country *meant* by this assertion.⁸—“They are endowed ⁹by their Creator with certain inalienable rights⁹—⁶life,⁸—⁶liberty⁸—and ⁶the pursuit of *happiness*.⁸—In *that* respect they are *equal*,—and the law of the land assures them the right to these privileges.⁸—Before the law ⁶the *poor* man is the equal of the *rich*,—⁶the *defective* of the *genius*,—⁶the *strong* of the *weak*.⁸—There is *no* difference in their standing,⁸—²Even the former slave—who was sold on the auction block as so much merchandise⁹—is *entitled* to a trial by *jury*,⁸—and can insist on casting his vote.⁸—

¹These are *inalienable* rights.⁸—What does *that*⁸ mean?—Have you ever looked up the word—“Inalienable”—and studied its *real* meaning?⁹—You will say⁹—⁷it means some-

thing that cannot be taken from you. —
True, —but it means much *more* than that. —
 —It means something that you yourself cannot surrender even if you *want* to. —

No one ⁵can take from you the right to *live*, —
 —If he does he is a murderer. —You cannot take it from *yourself* or you, too, are guilty of a crime. —A would-be *suicide* [^] is punished by law, —just as though he had tried to kill a *stranger*. —You cannot deprive yourself of *liberty*. —¹Even though you confessed to a crime which would place you in *prison*, —your unsupported word is not *taken*. —You must be proved a criminal by corroborative *facts* —before you are deprived of liberty. —⁷The pursuit of *happiness* —is open to you, and you dare not do anything that *closes* [^] it to you. —The law ³surrounds you with safeguards. —If you try to destroy your happiness by drinks or drugs —you may be placed under proper *restraint*. —If you interfere with your *own* happiness, —²the law considers you a “*non compos mentis*,” [^] and protects you *against yourself*. —

IN NO OTHER COUNTRY ARE THERE SO MANY EFFORTS MADE TO SECURE TO YOU THE HAPPINESS YOU ARE ENTITLED TO. —And all you have to do is to *obey* the law; —to do unto

others as you would have them do unto *you*.[\]
—it is ⁸the *Golden Rule*, as old as the Christian
religion, and it is part of the fundamental law
of ⁹this, *God's own country*.[\] —

Thus are you secured in the inalienable
rights of ⁶*Life*, ⁶*Liberty* and the ⁶*Pursuit of*
happiness.[\] No one can take them *from* you
and you cannot *yourself* surrender them.[\]

HOW *our* COUNTRY *is* GOVERNED

A speech on American citizenship

Mr. Chairman,[/]—Ladies and Gentlemen:[\] —

The subject before this meeting is “The
Spirit of our *Constitution*,”[\] —and a more in-
spiring subject could not have been *selected*.[\]
—Our National *idol*,[^] —⁴Abraham Lincoln—
said:[/] —“Let reverence for the law become the
political *religion* of the Nation.”[\] —⁶Again and
⁶*again* in our history, —⁸just as you will find it
in the history of all nations, —political factions
have tried to enact laws which might have be-
come *harmful* [✓] to the nation.[\] —But our con-
stitution limits the powers, to do *harm*,[\] —and
so we have preserved our *freedom* and our
rights.[\] —One of the greatest blessings that
the Constitution *confers* on us—²is the Su-
preme Court, —which renders ineffective any
legislation that is not in the *spirit* —or that is

in *conflict* with the constitution of the United States. As Alexander Hamilton said:—

¹“Limitations of legislative authority can be preserved in no other way than through courts of *justice*,—whose duty it must be to declare all acts contrary to the manifest tenor of the constitution, *void*.”—

And Daniel Webster said of the Supreme court, —

⁵“The Constitution without *it* would be no constitution,—the government would be *no government*.”—

Another great principle of our Constitution is that of Representative *Government*.—Where there are ³so many million *people* in a nation,—it is impossible for all of them to take an *active* part in the government.—They must be represented ⁷by some few eminent *men* whom they elect to do their governing for them.—⁸In this way *all* citizens have a voice in the management of *affairs*.—This led to the creation of a ³*Congress* consisting of a House of *Representatives*—which represents the people *direct*,—²and a *Senate* which represents the state as a self governing *body*.—Their members are elected from time to *time*,—and they are supposed to carry out the wishes of their constituents, as they call the

people who have elected *them*. — 'Could any *fairer* way have been devised to carry out the wishes of the people? —

¹Still another great principle of the Constitution—which governs logically and wisely is the division of the *powers* of the government. —¹If there were only one power for laws, then it might make itself the *master* and enact *unwise* laws. — But our government is divided into Legislative, Executive and *Judicial* powers, — and none of them can function *without* the others. —⁷Thus are our liberties *preserved*. — Laws ⁶are enacted by *Congress*, — interpreted by the *courts*, —⁶and executed by the *President*. — Though they are closely inter-related, — each acts *independently* — and checks the others. — This wise provision is one of the greatest safe-guards of our *liberty*. —²James Madison, — president of the United States, — *said*:

"The accumulation of *all* powers, legislative, executive and judicial, in the *same* hands, —⁶whether one, —⁶a few or *many*, — and ⁶whether hereditary —⁶or self-appointed —⁶or elective, — may justly be defined as the very definition of *tyranny*." —

UNDER OUR CONSTITUTION WE HAVE ENJOYED CONTINUED PROGRESS AND PROSPERITY,

—SECURITY OF PERSON AND FORTUNE,—AND AN ADVANCEMENT THAT IS THE WONDER AND THE ENVY OF OTHER NATIONS.\—It is a *great birthright*. ⁹It is our duty to guard it *jealously*, and thus preserve for our children as well as for the oppressed of *other lands*,—the inestimable privileges of *justice*.\—

The CONSTITUTION

A speech to be delivered on Sept. 17, the birthday of the Constitution, or on any other patriotic occasion.

Mr. Chairman, /—and Fellow Citizens: /—

We live ⁸in a land of *freedom*.\—Does this signify that anyone can go about doing as he *pleases*, /—without consulting the convenience of *others* /—or the law of the *land*? /—*That* would not be freedom /—but *license*.\—It means that all shall be free to do that which is *right* in the name of the law and of his *religion*.\—We are ⁹guaranteed this freedom under the *Constitution*.\—

⁷What is the Constitution—and what does it *grant* ^ us?—²It was drawn up in the year 1787, and has been called the Charter of *Human Liberty*.\—It was wisely considered by its authors and by *all the people*.\—It was discussed for over a *year*. /—Meetings were held

³in all the states for the freest expression of opinion from every citizen and social *group*.[\]
—Because the people approved of it,—it could with truth begin with—“*We* the people of the United States do *ordain* and *establish* this *Constitution*.”[\] —

The Declaration of Independence ²had pronounced the thirteen colonies free from foreign *control*,[/]—but ⁷they were still under separate governments.[\]—It was ⁴the Constitution that made them *one nation*,[\]—with a fundamental *law* and a *common* interest.[\]—Its intention was to—

“form a more *perfect* union,—⁶establish justice,—⁶insure domestic tranquility,—⁶provide for the common defense,—⁶promote the general welfare ⁶and secure the blessings of liberty to ourselves and our *posterity*.”[\] —

One of the most important clauses in it is *this*:[\] —

“No person shall be deprived of ⁶*life*,[/] ⁶*liberty*[/] or ⁶*property*[/] without due process of *law*,[\]—nor shall private property be taken for public use[/]—without just compensation.”[\] —

How important this is will be seen when we consider how in many 'European countries private property is even *now* at the mercy of any ruler or government that wants to *take* it. — Here ⁸all citizens enjoy *equal* rights. — They may differ ⁶in their earning capacity or *fortunes*, — in ⁶their intelligence or *talents*, — but ²before the *law* they are equal and enjoy the protection of "due *process* of the law." —

The very essence of American government is the ³adequate protection of the life and *liberty* of every *individual*. — Our constitution has won the highest praise of foreign *statesmen*. — Gladstone said:—"The American Constitution,—⁹as far as I can see—is the most wonderful work ever struck off at a given time by the brain and purpose of *man*." —

Truly a wonderful document—⁷that enables a foreigner to come here without *means* and in the course of a few years become a *citizen* — with all the advantages that the man enjoys who was born and *raised* here, — with the same protection before the law! — IS IT NOT WORTH YOUR WHILE ⁹TO UPHOLD THIS CONSTITUTION—AND TO STRIVE WITH ALL YOUR POWER TO OBEY ITS SPIRIT? — This is WHAT CONSTITUTES TRUE AMERICANISM! —

OUR IMMIGRANTS

*On the subject of the Aliens who seek refuge
on our shores*

Mr. Chairman—and Friends:—

There is no subject that touches us more vitally than our *immigration policy*.—We,—⁶who have been born and ⁶educated in this blessed land of the *free*,—have no *conception* of the benefits our open-handed welcome is ⁴to the poor and oppressed of other lands.✓—If you have ever watched ²a band of immigrants landing from an ocean steamer,—or have looked at them,—herded together in some *rail-road station*—waiting to be transferred to a ²*distant*,—²*unknown* point;—did it ever occur to you how ⁷*helpless* their lot seemed to *be*,—and how much they were in need of a helping ✓ hand?—

Did you ever stop to *inquire* what compelled them ²to leave their old homes—and seek *refuge* in a land whose language and customs were *strange*?—Have you ever inquired ⁷what were their plans for the *future*?—One of these refugees from oppression—has written a book telling of ⁶her *experiences*,^—⁶her *hopes*,^—⁶her *fears*.^—In it she says:—

“Born in the mediaeval atmosphere of a dark

corner of *Russia*,—²I fled from the scourge of *despotism* and ³took shelter under the *American flag*.—I brought nothing with me but *memories* of the old order of things—⁴and a great *hunger* for the bread of *freedom*.—I ⁵was fed and ⁶*taught*—and ⁷*helped* till the scars of my early martyrdom were *effaced*.—The democratic institutions of *America*—⁸carried me in a decade through *centuries* of *progress*.—To know your country *understandingly*—you should know what I have *been* and what I have *become*.—

YES, AMERICA ⁹HAS BEEN A TENDER NURSE TO MILLIONS—WHO HAVE COME TO HER BLEEDING, — WOUNDED, — TORTURED, — DESPOILED.—SHE HAS SET THEM ON THE ROAD TO MANHOOD AND PROGRESS.

OUR COUNTRY

A patriotic speech

Mr. Chairman,—Ladies and Gentlemen:—

There is an old toast;—⁹“*Our country*,—may she always be *right*,—but right or *wrong* our *country*.”—To this we all say “*Amen*.”—But let us ask ourselves;—⁸“What is that *country* that so commands our love and *respect*?—

America ²stands *unique* in the world.\ —It is the country of ⁴high *ideals*—a country rich in all the *blessings*—that are derived from a free and equal government;\ —a government which seems to have grown and matured by the continued enacting of wise [^]*laws* and by virtue of its *people*.\ —⁹It has been sanctioned by the applause and by the envy of the *whole world*.\ —It has a government which knows no distinction in legal *protection*.\ —It enables every man of every *degree*,[^] to acquire the fair returns of honest *industry*.\ —It secures ⁸to *all* the possession of the fruits of their *labor*.\ —

America has been to us a ⁸tender mother, a loving *nurse*.\ —She has ⁷held out the hand of welcome to the oppressed of *other nations*\ — and has made them as one with the *native born*.\ —She asks but *one* promise of the stranger within her *gates*,[^] that he ⁴shall throw off allegiance to his *mother country*\ and adopt the ideals and customs of his *new land*.\ —

⁹THERE IS BUT ONE AMERICA!\ —IT IS THE ⁶LAND OF PROMISE,\ —⁶THE LAND OF PLENTY,\ —⁶THE LAND OF OPPORTUNITY.[^] —LET US LOVE IT AND VENERATE IT:—OUR DEAR COUNTRY.\ —

WE HAVE ROOM *for but* ONE FLAG
Before a civic body or on a patriotic occasion
Mr. Chairman, Fellow Citizens:\—

Americanization ²is the great issue of the day.\—It is *more* than an issue;\—¹⁰it is a *duty*.\—And this duty is imposed ⁵not only upon our statesmen, politicians and *teachers*,\—or those who professionally come in contact with the foreign *element* among us,\—but it is ⁹a sacred duty that is placed upon *each one* of us.\—⁸Every good American should know that it is his *personal duty*\ to spread the *ideals* for which our country stands.\—

Never *before*\ has Americanization assumed such importance as at *present*.\—Never ⁶has it risen to such a burning *necessity*,\—⁶to such a sacred *obligation*.\—We have been too *negligent*\ in this country.\—We have allowed foreign ways and foreign thought to get a *foothold*\—and to develop their sinister *influences*.\—We were *blind* to the danger we were *incurring*.\—

Now ²with *Radicalism* raising its anarchistic head in *Europe*—and influencing its adherents even in *this land*,\—we are beginning to *wake up*.\—We are learning our *lesson*.\—Let us hope ⁷it has not been learned *too late*.\—

In a recent address—General Wood said:—
“We want the men and women who come to this country to ¹⁰become *Americans*. —There is no use to have ²one door open for the deportation of the “*Reds*”/ and ²another for *incoming* undesirables. —We don’t want people to come here for the avowed purpose of pulling *down* the institutions our fathers *fought to establish*.” —The biggest danger in this country ⁵is^ not the “*Reds*”/—but our *indifference* to them. —There must be ⁴but *one* set of ideals in this country;/—¹⁰*American* ideals. —We must *Americanize* the foreigners that come to our hospitable shores. —⁹WE HAVE ROOM FOR BUT ONE FLAG. —

The STAR SPANGLED BANNER

On flag raising day or other patriotic occasion
Mr. Chairman;/—and Citizens of this Community;/—

⁹Behold our Flag;/—Old Glory,—⁹the most glorious flag in all the *world*. —

¹“Along the street there comes\

“A blare of *bugles*,/ a ruffle of *drums*,\

“A flash of *color* beneath the sky;/—

⁹“Hats off!—Our *flag* is passing by.” —

⁴It is truly a *noble* sight to see the Star Spangled Banner with its laughing *stripes* ✓

and beaming stars. — It is an inspiring sound to hear the music of our national *song*, — “*The Star Spangled Banner*.” —

Did you ever hear how that song was written? — ¹It was the result of an incident during the attack on Baltimore in the war of 1812 — Francis Scott Key, — ²had been sent by President Madison to secure the release of his friend, — Dr. Beanes, — who had been captured by the British during a *raid*. — The doctor had been sentenced to be hanged in the *morning*, — but Key brought proofs of his innocence — and they promised to *release* him, — but not ¹until next *day* — when it was hoped that Fort McHenry, — guarding the harbor of *Baltimore*, — would have been captured by the *enemy*. — Francis Scott Key was on board the American ship — “*Minden*” — which lay in the *harbor* — and was a witness of the attack on the *fort*. — *All day long* ²shell and shot rained on the little *fort* and its *defenders* without forcing *surrender*. — In a vain attempt to bring the assault to an *end*, — the ²British commander ordered the bombardment to continue all *night*. — The fort answered back *bravely*, — ⁶gun for ⁶gun. — ²So the *long*, — *dreadful* night passed slowly, — and in the morning, — ⁴“by the *dawn’s* early

light,"\ —the Americans looked anxiously towards the fort to see if "the flag was still *there.*"\ —⁹THANK GOD,—IT WAS STILL FLOATING IN THE BREEZE!\ —THE BRITISH WITHDREW—AND THE DAY WAS SAVED.\

With the inspiration born of the *moment,*✓ —Key scribbled on the back of an old *letter* which he had in his pocket,\ —the *first* draft of the song—which was destined to become our *national anthem.*

Some French poet✓ said:—"I care not who writes the nation's *laws,*✓ —if only I may write its *songs.*"\ —To have written *such* a song is a *great glory.*\ —⁴A large flag is kept floating over Key's *grave.*\ —It is never taken *down* except to replace it with a *new* one.\ —It is an *inspiring* song,\ —it echoes the *true* spirit of America;\ —the "land of the *free*✓ —and the home of the *brave.*"\

¹As long as this country *endures*\ —the name and *fame* of Francis Scott Key will *live* —and his verses will inspire its citizens ⁶with *zeal,*—⁶*courage*—and ⁶*patriotism.*\ It will not only tell the story of our early *struggles,*✓ —⁸but will keep alive the spirit of *Freedom,*\ —the ideals for which our fathers *fought,*\ —⁹the institutions which are the hope of all *Humanity.*\ —

⁹May we be ever ready to *live* for the flag,✓ —⁶to *strive* for it,—and if *need* be,✓ —⁶to *die* for it.\ —

THE STAR-SPANGLED BANNER

O say, can you see, by the dawn's early light,
What so proudly we hailed at the twilight's last
gleaming?

Whose broad stripes and bright stars, through the
perilous fight,

O'er the ramparts we watched were so gallantly
streaming!

And the rocket's red glare, the bombs bursting in air
Gave proof through the night that our flag was still
there:

O say, does that star-spangled banner yet wave
O'er the land of the free and the home of the brave?

On the shore, dimly seen through the mists of the deep,
Where the foe's haughty host in dread silence
reposes,

What is that which the breeze, o'er the towering steep,
As it fitfully blows, now conceals, now discloses?

Now it catches the gleam of the morning's first beam,
In full glory reflected now shines on the stream:

'T is the star-spangled banner! O long may it wave
O'er the land of the free and the home of the brave!

And where is that band who so vauntingly swore
That the havoc of war and the battle's confusion
A home and a country should leave us no more?

Their blood has washed out their foul footsteps
pollution.

No refuge could save the hireling and slave
From the terror of flight, or the gloom of the grave:

And the star-spangled banner in triumph doth wave
O'er the land of the free and the home of the brave!

Oh! thus be it ever, when freemen shall stand
Between their loved homes and the war's desolation!
Blest with victory and peace, may the heaven-rescued
land
Praise the Power that hath made and preserved us a
nation.
Then conquer we must, for our cause it is just,
And this be our motto: "In God is our trust."
And the star-spangled banner in triumph shall wave
O'er the land of the free and the home of the brave.

OBEYING *the* LAW

Gentlemen of the A. B. Club.\—

The *highest* ideal of American manhood is the proud knowledge that you obey the law of the *land*.\—Yet how many people—who consider themselves ⁶*respectable* ⁶and shining *lights* in the community—⁷are persistent law breakers,—⁷and often *glory* in the fact.\—⁵They do no actual *violence*,—nor do they willingly destroy anyone's *happiness*,\—but ⁶by carelessness or ⁶indifference they break the *law* without regrets.\—

Our government may be said to be ³the voice of *all* the people,—speaking to *each individual*.\—It speaks through the *law*,—and tells us what is *right* or *wrong*.\—It gives us *much*—and all it asks in *return*^ is that we shall be *law-abiding*.\—

Justice and right ¹⁰are never obtained by *quarreling*—or by *breaking* the law. \ — Even if it comes *hard* to the individual, ^ — the law will act for the greatest good of the greatest *number*. \ — If the law is *bad*, / — it needs *re-forming*—and ³in this country—where the *people* ^ govern,—they have the *power* through their elected representatives—to have an unjust law *repealed*. \ —

In America—³law safeguards *liberty*,—because laws are the will of a *free people*. \ — ‘*Freedom*,—however,—does not mean the right to do as you *choose*, \ — when in so doing you trample upon the *rights* of *others*. \ — THE MAN WHO WOULD TRULY BE FREE,—MUST BE READY TO SUBVERT HIS WILL TO THE ¹⁰AUTHORITY OF THE LAW. \ —

An American citizen ⁹knows no higher duty than to *obey* the law—and to see that it is obeyed by *others*. \ —

A TALK about TAXATION

A Speech before a Civic Club

Mr. Chairman, / — Ladies and Gentlemen:—

There’s an old saying—¹that *nothing* is sure but death and *taxes*. \ — Yet—just as often as *taxes* become due, / — there is a ⁵national rebellion *against* them—and a disinclination to pay

what the government *demand*s. —⁶It is an infliction ⁶that we *never* become *reconciled* to. — And *yet* — when we come to *analyze* the matter, — we ought to be *proud* to pay our taxes — for it is *that* which enables our *city*, — our *state* — and our *nation* to live and *prosper*. —

Like any *other* working body, —³the community, — be it large or small, — must have money with which to pay *expenses*. — It has no earning power in *itself*, — but must come to the *people* for funds. — A tax ⁷is nothing more than the power of a government to raise funds to carry on its *work*. — It gives us ⁶streets, — ⁶sewers, — ⁶schools, — ⁶police protection, — ⁶military protection, — ⁶government service, — and ⁸the thousand *other* things that go to make up our civil and national *life*. —

You remember ¹that just after the War of Independence, — business in the Colonies was almost *ruined*, — because Congress had no power to *tax* the people. — Just as soon as the new constitution gave Congress the *necessary power*, — everything became *prosperous*. —

⁴Under our *American* form of government, — people tax *themselves*. — Their representatives decide what is *needed* to run the government machinery. — So you see how *unjust* it is to grumble — because the taxes are

high. \ —⁸RATHER BE GLAD THAT YOU HAVE THE MEANS TO PAY YOUR JUST SHARE. \ —IT WILL ENCOURAGE YOU TO LIVE UP TO YOUR HIGHER IDEALS OF CITIZENSHIP. \

SUCCESS *is* POSSIBLE *in* AMERICA

A Speech to newly-made citizens

Mr. Chairman, / and Gentlemen. / —

You are ⁷all striving for *one thing*; \ —⁸that is *Success*. \ —There are very *few* human beings within whose bosom there is not a desire to ⁶*achieve* ^ something, —to ⁶*become* ^ something, —to ⁶raise himself out of *poverty* / into ⁶*wealth and comfort*. \ —Position and *possession* are the two things that all well-minded men strive for.

⁷Have you ever *asked* yourself what makes for success? / —Of course, —the choice of a business or vocation is *important*, / —and this depends on a man's special *fitness* for the work he *undertakes*. \ —But there are *other things*: \ —¹The first of these is *character* \ —*Character* —is that which makes a man *good* and *true*; \ —that gives him a sense of *honor*; / —that makes him ⁶*honest* in *speech*, —⁶*thought* and ⁶*deed*. \ —It is that ²which makes him keep his

promises—even if it should mean a *loss* to him. —No matter ⁵if you don't succeed in piling up a *fortune*,—if you have succeeded in establishing a good *character* —⁷you are a *success*. —You are ⁷*better* than the rogue who lives in *luxury* —but is *despised* by his fellow men. —

⁶Purpose, — ⁶courage — and ⁶*self* - reliance — *also* make for success. — *Without* them—you can never hope to do great *things*. — *Whatever* your calling,—try to do your work a little *better*. — Always do your *duty* —⁷and a *little more* than your duty. —

Success ¹often depends upon *personal appearance*. We are judged by our *clothes*, and it is well to be neat and *tidy*. — We are judged by our *manners* in *public*. — If we ⁶are uncouth and *impolite*, — if we ⁶have bad *table manners*, — if we ⁶use *profane language* — people will *avoid* us, — and thus harm our *chances*. —

IN THIS ⁹GREAT LAND OF THE FREE, — THERE IS THE POSSIBILITY OF SUCCESS FOR EVERYONE. — Most of our great and wealthy men began as *poor boys*. — There is no reason why *you* should not succeed, for Success is possible in *America*. —

The IMPORTANCE of the VOTE

Fellow Citizens:—

Election day will soon be *here*—and you will be asked to vote for one or the other of the *parties*.—¹*Some* of you will neglect this solemn *duty*.—*Others* will regard it *lightly*,—more of a *nuisance* than a *privilege*.—*Few* of you will stop to consider its importance and its sacred *character*.—

⁶You are *citizens*;—some ⁶by right of *birth*,—others ⁶by right conferred through *naturalization*,—but this fact—in itself—does not imply the *right to vote*.—Different *states* have different *laws*,—and you must *comply* with them.—⁸In *all* states,—however,—there are certain laws that are the *same*.—A voter in *all* of them—must be twenty-one years *old*—and must live in the community for a *certain time*.—Some states have allowed *women* to vote,—others have *refused*,—but now,—their power to vote is *national*.—*Some* states demand that voters be *tax-payers*,—others that they must be able to read and write *English*.—Many states do not allow *paupers*—⁶or people of unsound *mind*—⁶or *law-breakers* to vote.—Formerly *negroes* were not allowed to *vote*,—but the fifteenth amendment to the National Constitution de-

clares:—“The rights of citizens of the United States shall *not* be denied on account of ⁶race, —⁶color—or ⁶previous condition of *servitude*.”—

I CANNOT IMPRESS THIS TOO STRONGLY UPON YOU;—THE POWER TO VOTE IS BOTH ¹⁰A RIGHT—AND ¹⁰A PRIVILEGE,—AND EVERY CITIZEN SHOULD PROVE HIMSELF WORTHY OF IT AND USE IT PROPERLY.—It is a *serious* duty,—a trust to be used for the good of *all*.—⁴To *sell* your vote—is as bad as to sell your *honor*.—Never *fail* to vote, and see to it that you do not *abuse* it. The ballot box is:

³“A weapon that comes down as still

“As *snowflakes* fall upon the *sod*;—

⁴“But executes a freeman’s *will*,—

“As lightning does the will of *God*.—

The NEED of GOVERNMENT

Ladies—and Gentlemen:—

There have been in *all* times ³people who thought that men could get along *without* government,—or who were so dissatisfied with the *existent* governments that they ¹⁰advocated some violent *change* ^ or a general *overthrow*.—Governments are ⁷a very *necessary arrangement*,—and *without* them—there

would be riot and constant warfare. — Let us see *why* governments must exist. —

Man is a *sociable* animal; —³that is, — he prefers the society of his *fellow men* to living *alone*. — He has a natural desire for *company*. — He knows that he is *helpless* to procure food and clothing — or to protect himself from *danger* if he remains apart. — We all enjoy — not only the fruit of our *own* efforts, — but also the result of every *other* man's *labor*. — It is for *this* reason —⁸that men have joined together to form *communities* — and communities to form *states*. —

Every man ⁶has the right to acquire *property* —⁶and to use his possessions for his *happiness*. — But if ⁸each man tried to satisfy his desires his *own* way — there would soon be *disorder*. — No two men think exactly *alike*, — and there would be *confusion* — unless there were some agency to protect the rights and liberties of *all*. —

This agency ⁴is called *Government*. — It is the power by which people protect their *lives*, —⁶*liberty* — and ⁶*property* — and ²carry on the necessary work of the *community*. — It must be ⁶*just*, —⁶*wise* — and ⁶*powerful*. — It must function according to *laws*, — and rule with the *consent* of the people. — It is re-

quired of every citizen to *obey* the law and *uphold* his government.\—²ONLY IN THAT WAY IS HE FIT TO BE AN AMERICAN CITIZEN,\—AND TO BE AN AMERICAN CITIZEN\—³IS THE HIGHEST PRIVILEGE TO WHICH ANY MAN CAN ASPIRE.\

SPEECH to IMMIGRANTS

Recently settled in the United States

Ladies\—and Gentlemen:\—

You have come from the *old world* ¹to settle in this *land of the Free*.\—I do not know *why* you left your native country.\—Possibly because conditions there were not of the *best*\—and you thought you could make *more money*—and be *happier* here.\—I'm *sure* you will not be disappointed in this *hope*.\—

One of the ¹*first* things you ought to learn—is something *about* this country;\—⁶*its extent* and its ⁶*divisions* into *states*.\—We call this the *United States of America*.\—There are ²in all 48 separate *states*—each with its *own* government,—but united for the best interests of all.\—The United States ³occupies the whole of the central part of *North America*.\—On the *north* is *Canada*\—and on the *south* is *Mexico*.\—²There are high mountains in the *west*,—called the *Rocky Mountains*, and in the *east*\—are the *Appalachian mountains*.\

Between them ¹lies the Mississippi valley,—called after the great river that runs *through* it.—This valley forms the great *farming* region of the country,—and it is rich in cattle and *crops*.—²In the *west* there are great forests.—In ²the *south* many products are *raised*,—such as *sugar-cane* and *cotton*.—⁴There is much *silver* and *gold* found in the *western* states.

Great *railroads* ³cross the country—in all directions and carry the wealth of the land from *place* to *place*.—Telegraph and telephone ³wires connect the *cities*.—Steam boats ³ply on the *rivers* and *lakes*.—It is ⁷the richest country in the *world*,—and the *freest*.—Everybody has an *equal* chance to get along,—and everybody is *equal* before the law.—²Many of our wealthiest and most famous *men*—came to these shores poor *immigrant boys*,—but through energy and *courage*—achieved success in a very short *time*.—THERE IS ⁸ROOM AND OPPORTUNITY FOR EVERYBODY.—BUT IN RETURN FOR ALL THIS—WE EXPECT EVERY ONE WHO COMES HERE TO ⁶BECOME A GOOD AND LOYAL CITIZEN,—⁶to learn *English*,—⁶and to adopt our *American* ways and ideals.—You are in *America*—and you must become good American citizens—to share with us our *opportunities*.

The CAUSE and CURE of RADICALISM

A Speech before a Civic Body

Mr. Chairman, / Ladies and Gentlemen: \—

Radicalism is a tendency ²*away* from the *established* order of things, \—seeking to establish ³*new* rights and privileges—for those who consider themselves *deprived* of the comforts and luxuries possessed by more *fortunate* members of society. \—It is ¹⁰a struggle for a *fuller and freer* self-expression—on the part of the working-class. \—It has ⁴assumed *tremendous* importance, \—and no power on earth can *check* it. \—It *will* be heard. \—

⁵Don't deceive yourself in believing that social unrest can be *healed* or *concealed* by vague promises. \—It has ¹*not* been created by the *labor agitator*, /—⁷rather has it created *him*. \—“The pursuit of *Happiness*” is guaranteed to *every* man under the *constitution*, \—and there is no evasion of the *fact*—that in many cases it has been *refused* to the man who works with his *hands*. \—Social unrest is really an outcome of *idealism*. \—⁶Our churches, /—⁶our *parks*, /—⁶our *museums*, /—⁶our *schools*, /—⁶our *libraries*, /—all have encouraged in the minds of the *workingman*—a desire for something *better*, \—

something *nobler*,\—and something more *enjoyable*.\—He has ²seen the wealthy *drive past* in state,\—while he has had to *walk*.\—He has read of brilliant feasts and *functions*,\—while he has been forced to be content with *scraps*.\—

Nor can you deny that in many cases, labor has been *wrongfully* treated by the employer.\—Human nature ⁸at times *rebels* against injustice.\—UNTIL YOU ⁷CAN CHANGE THE MANNER OF THINGS,\—⁸YOU MUST EXPECT PERIODIC OUTBREAKS OF RADICALISM.\—³Change the *nature* of the grasping employer.\—Tell him he must be *considerate* of the feelings and cravings of hopeful people,\—or he will ¹⁰*perish*,\—and you will do much to minimize the danger of *radicalism*,\—⁹and at the same time foster true *Americanism*.\—

WOMAN'S PLACE *in* OUR ECONOMIC STRUCTURE

Before women workers, or a woman's Club
Madame Chairman,\ Ladies:\—

The *war*,\—bad as its effects have been in *some* directions,\—has produced one *good* result;\—It has ¹assured to *women* their place in our economic structure.\—Women,\—⁷from a life of comparative *leisure*\—became *workers*,\—and ⁸now they have become *voters*.\—

They are a part and *parcel* of our political life.\—Politics is the very *foundation* of American institutions.\—Its ²fundamental principles are determined by its *voters*.\—⁷If the working classes are *dissatisfied* with their *condition*,\—they may ⁸change existing methods by their *votes*.\—Heretofore—*woman* has had no say in these *matters*.\—She had ⁶the nation's *comfort* in her keeping,\—⁶but not its *politics*.\—⁸Today she has *both*.\—What will be her attitude?\—What will be her influence and its effect upon *life* in this country?\—

A well-known leader of the suffragists stated the case thus:\—¹“The working woman's instinct is to *raise* \ herself to the level of the more *fortunate*\—and ⁵not to drag the more fortunate *down* to *her* level.\—They are better social reformers than all the men's socialist or labor *organizations*.”\—

²I think we can *safely* leave the destiny of this country in the hands of its *women voters*,\—and find that they have not *diminished*\—but have augmented the spirit of *true Americanism*.\—Frivolous though some may be;\—⁴when it comes to the *serious* things of life, women are far more earnest and sincere than *men*.\—OUR FUTURE IS SAFE IN THEIR HANDS.\—

CONCERNING STRIKES

Speech before a civic body of Americans
Mr. Chairman, /—Gentlemen: \—

We are ¹in the midst of another strike—that threatens disastrous *results*. \—A strike ⁴not only injures some group of *people*, /—but weakens ⁷our respect for the *law*. \—It undermines the *true American spirit*. \—⁶*What* can be done to promote a better *feeling*, ✓—⁶more cordial *relations* between employer and *employee* /—and ⁶forever put an *end* to *strikes*? \—

²The *strikers* are looking out for their selfish interests—and the *employers* / for *theirs*, \ *neither* are concerned with the general welfare of the *community*. \—

We have read the statement of the employers—in which they pledge themselves to the *following*: \—

⁶“The right of workers to organize shall not be *forbidden*—⁶and collective bargaining shall be *conceded*.—We promise a standard of *wages*—that represents a standardized measure of *performance*.” \—

Opposed to this, the strikers have formulated the *following*: /—

⁷“Whatever *outcome* of this or any other

struggle—⁸between us and our *employers*,—we dedicate ourselves to waging of war until all classes are *abolished*.”—

A compromise between these two sets of principles is ¹⁰*impossible*.—⁶The first is the essence of *patriotism*,—⁶the second is an impossible *stand*. —*One* must yield—and certainly it is not the platform of *fairness* that shall crash *down*.—⁹It is the sacred duty of *every* loyal American *citizen*—to give some thought to this *subject*,—and to seek an *answer* to this perplexing question of *strikes*.—A strike may settle the question for the time *being*,—but there ⁵*never* was a strike—any more than there was a *war*—that ended with satisfaction on ⁸*both* sides.—Let America speak *first*.—LET THERE BE NO MORE WARS—AND LET THERE BE NO MORE STRIKES.—

RESTRICTING IMMIGRATION

Mr. Chairman,—Ladies and Gentlemen:—

I should like to say a word on the subject that has just been discussed by the last speaker:—²“Shall we restrict *immigration*?”—

⁵I am heart and soul *against* any restriction of the foreigner who comes to these *shores*.—⁶We *need* him and ⁶*more like him*.—¹We have reached a state of *prosperity*—

which discourages *native-born Americans* from engaging in menial work, /—and the foreigner is needed *more than ever* to ‘blaze the trail,’ /— ‘hew the wood’ /—and ‘carry the water.’ \—

⁸But we must welcome him with a *whole heart*—and teach him to become an American in *spirit*.—I am reminded of the words of Theodore Roosevelt,—shortly before he *died*. \—He said in a letter:—

“We should insist that if the immigrant who comes here—does in good faith become an American /—and *assimilates* himself to us, \ he ³shall be treated on an exact equality with every one *else*, \—for it is an *outrage* to discriminate against any such man because of *creed* \—or *birthplace* \—or *origin*. \—

⁶“We have room for but one soul *loyalty*, \ and ‘that is loyalty to the American *people*.’” \

¹Let us help in the great work of Americanization of the *foreigner*, \—INSTILL INTO HIS MIND THE SPIRIT OF WASHINGTON, \—LINCOLN, \ AND ROOSEVELT, \—AND MAKE HIM A CREDIT TO THE LAND OF HIS ADOPTION. \—

SOCIAL UNREST

A Speech before a civic body

Mr. Chairman, Gentlemen:—

The subject we have been *considering*,[^]—and which has lately absorbed the attention ²of *this* country as well as the nations *abroad*,—is “*Social Unrest*.”[^]—It *exists*,[^]—¹and all of our fine-spun theories will not *down* it.[^]—We must resort to *positive* measures—not negative *denials* to cure it.[^]—⁷How can we lay the ghost that is so *terrifying*?[^]—

First,—¹through the development of *confidence*[^]—between employer and employee.[^]—The workingman is suspicious of everything that comes from the *office*,[^]—and fears there is a hidden motive for any *favours*.[^]—

Second,—⁶by *co-operation*,[^] ⁶by making the laboring man feel that his *welfare* is being considered,[^]—⁶and that it is to his interest to help in every *way*.[^]—

Thirdly,—⁶by open *forum* discussions between the men and their *boss*,[^]—⁶so that the *former* know what is *going on*[^]—⁶and can have a hand in better *conditions*.[^]—

Fourth;—⁷by exercising absolute *justice* towards the working *men*,[^]—⁸and recognizing that they are equally *important* factors in the success of the *enterprise*.[^]—

Fifth;—³by trying to change the *human nature* of both boss and *employee*,—so that each becomes more considerate and trustful of the *other*.—

Many big concerns have tried out these simple plans with gratifying *results*.—⁸WHEN THEY BECOME UNIVERSAL,—THEN SOCIAL UNREST WILL CEASE,—AND THE TRUE SPIRIT OF AMERICANISM WILL PREVAIL.—¹⁰MAY GOD HASTEN THE DAY.—

The MOVEMENT for AMERICANIZATION

Before a body of manufacturers or employers
Mr. Chairman,—and Friends:—

The war has shown that although America is composed of a heterogeneous lot of people—⁴from every corner of the *earth*,—yet in an *emergency*—⁸they act in harmony,—with the true *American spirit*.—

But there is still *much* to be accomplished in the way of amalgamating^ these various *elements*—into one *homogeneous nation*.—I would,—therefore,—propose for your consideration the advisability of forming a ¹⁰*permanent national* body—to bring the many distinct and separate races living under the *American*

Flag to a definite realization of the ideals and spirit of American institutions.\—

¹I would suggest the following important things—to be considered and worked out by that body to a suitable conclusion.\—

Firstly,—⁷*Educating* the newly arrived immigrant in the English language ^ and familiarizing him with the *literature* which will best teach him what America *stands* for ^— and what she has *accomplished*.\—

Secondly,—⁷*Instituting industrial co-operation* ^—which will afford the immigrant every facility for improving his social and *financial position*,—and raising him to the American standard of *living*.\—

Third;—⁸*Bringing* about a community of *interest* for each racial group\—and afford a means of *intercourse* between the various groups,—so that there will result a fuller *realization* of the spirit of *Americanism*.\—

²Our main purpose should be to create a better understanding and *friendlier feeling* among the races in this country—to the *end* that they shall not only merge themselves more *thoroughly* with our political and *social structure*,/—but that they shall better *understand* and *appreciate each other*.\—⁵THAT THEY SHALL HENCEFORTH NOT LOOK UPON EACH OTHER AS

BELONGING TO DIFFERENT, — ANTAGONISTIC RACES, / —⁸BUT AS MEMBERS OF ONE — GREAT — HAPPY — AMERICAN FAMILY. \ — IN THIS WAY, I FEEL THAT TRUE AMERICANISM WILL BE NURTURED. \

The DEDICATION *of a* MONUMENT

Ladies / — and Gentlemen: \ —

We are assembled today ⁴to dedicate this monument erected to the memory of Capt. *Blank*. \ — He was a man of whom we have just cause to feel *proud*, / —³for his enviable record extends over *many years*, — and at every turn he acquitted himself with *honor*. \ —

(Here recite some of his important achievements.) ¹In thus dedicating a monument to a *hero*, / — we in a measure place before us a high *ideal* to *emulate*. \ — The divine spirit that enabled our friend to accomplish his *work* ^ is with us now. \ — ⁷Let us *preserve* / the blessings which he set out to *gain*. \ — By our actions *today* — in dedicating this *monument* —⁸*we* transmit to posterity *undiminished* and *untarnished* the glory that he *attained* for us. \ —

Unfortunately —²great actions and heroic sacrifices often excite only a *temporary* admiration, / — and sometimes are *forgotten* in the whirl of every day life. \ — Such is *frequently*

the fate of a brilliant military achievement. \ —
The star of glory ⁴that arises like a *star* \ —
often falls like a *meteor*. \ — ³Victor and van-
quished often pass away in *oblivion* \ and the
world passes on in its course *unheeding*. \ —

²Let this monument be a constant reminder
—not only of the *deeds* of Capt. Blank, \ —but
of the *duty* we owe to all who have fought the
fight and have gone on *forever*. \ — ⁶LET IT BE
AN INSPIRATION FOR US TO BATTLE AS BRAVELY \ —
⁶AND LIVE AS NOBLY. \ — ³Then will their
deaths not have been in *vain*, \ —but achieve a
lasting *victory* over the grave. \ —

MEMORIAL DAY SPEECH

Friends—and Veterans: \ —

²Listen to the music of the *bands*! \ — ³Lis-
ten to the *cheers* of the *people*. \ — ⁸All over the
land they have *assembled*—to lay tributes of
love on the graves of the brave *soldiers*—who
have gone to their *eternal rest*. \ — ¹It is the
first holiday of the new *spring*, \ —and as such
we are apt to forget the *real significance* \ of
the day and look upon it as a day of *recrea-*
tion. \ — ⁵But it is not *that*. \ — ⁹It is a day set
aside by a grateful *republic*—to honor the men
who died to make us *free*. \ —

Let us observe it in its *true* and *beautiful*

sense.\—³Our history is *different* from that of other nations.\—Ours is founded not on ⁶*dynasties*,\—nor ⁶*force*,\—nor ⁶*vice*,\—nor ⁶*excesses*,\—like that of so many *European* nations? \—⁴We do not read on our monuments the names of *tyrants*,\—kings or *princes*\—who reigned through force and are remembered only for their vices, cruelties, victories or *oppressions*.\—The blood-stained *soldiers of Fortune* ⁵have no place in our book of records.\—

⁸Neither our *land*,^—nor our *children*\ have cause to blush for the deeds of *ancestors*.\—Courage and *devotion* have been our guiding *stars*.\—¹OUR BOYS LAID DOWN THEIR LIVES FOR AN IDEAL.\—THEY MADE OF THIS COUNTRY ⁶A HOLY TEMPLE OF LIBERTY,\—⁶A LAND OF REFUGE.\—America is an example of true democracy for the world to admire, and to *follow*.\—⁶Simplicity and ⁶*equality* are its corner *stones*,\—and ⁸*Brotherhood* its slogan.\—³It is on this *Memorial Day* that we acknowledge with reverence—the debt we owe to *those*—who dearly and unselfishly paid with their blood—that *we* might be *free*.\—

LINCOLN'S BIRTHDAY

Fellow Citizens:\ —

Again we are assembled—¹to lay a wreath of *veneration* at the tomb of Lincoln,\ —to bring our offerings of loyalty—³to the man who *lived* and *died* for our nation.\ —

¹Born in poverty,\ —but destined to ⁴emblazon a firmament,\ —⁶discounted in his lowly *life*,\ —⁶struggling for a mere *existence*,\ —⁶gaining an education under forbidding *difficulties*,\ —⁸who could have foreseen his rise to *greatness*? \ —

⁶To his alert *mind*,\ —⁶his patient *endeavor*,\ —⁶his steadfastness in times of *trouble*,\ —we attribute his pre-eminence in *history*. \ —⁸No fixed criterion could be applied to him nor his *talents*. \ —In the ⁶face of *danger*,\ —⁶of *criticism*,\ —⁸of *trial*,\ —he never *faltered*,\ but kept right on—until he accomplished his *purpose*. \ —Against *unexampled* obstacles^ he blazed ²the way for freedom for *millions* of *slaves*,\ —and saved the nation from *dismemberment*. \ —

HIS NAME ⁴IS INDELIBLY INSCRIBED IN THE HEARTS OF A GRATEFUL PEOPLE,\ —⁹he is revered throughout the *world*,\ —wherever people read and *ponder*. \ —Though tempest of envy and malice *howled* about him^ he rose

superior to it *all*. — His genius consecrated him to *all ages*, — and any attempt to extinguish the light of his fame — will be as unavailing as would human effort to dim the stars. —

WASHINGTON'S BIRTHDAY

Fellow Countrymen: —

What can I say on this great *occasion* — that has not been said before? — Washington belongs not to ⁸*this nation alone* — but ²to all the *world*, — and all people reverence his *name*. —

He is not ⁶only the Father of his *Country*, but ⁶the Father of *Liberty* wherever it has been implanted. — He was as ²much the leading spirit of the *French Revolution* — as ³he was of the revolution that made *us* free and *independent*. — What *greater* veneration can we bring to Washington on this *day* — ⁴than a declaration in our hearts to carry out his *principles* and strive for his *ideals*? —

Would ²that I could tell *again* the full story of the great *Revolution*. — It is always an *inspiration* — but it is known to you and need not be *repeated*. — The names ³of those who took part in it — will live forever. — They were not *all* Americans, — ²many came from

foreign shores and fought with us through love of *Liberty*. — We acknowledge lasting gratitude ⁶to *Lafayette*, — the beloved friend and companion of Washington, — ⁶to *Rochambeau*, — ⁶to *Dekalb*, — ⁶to *Von Steuben*, — ⁶to *Kosciuszko*. — Without *their* support — it is doubtful whether the war could have been won. —

But above them ⁹all shines the star of *Washington*. — It was *he* who *inspired* them, — who conceived the ideals for which they *fought*. — Once a year we are reminded of the great debt we *owe him*, — and to repay our individual *portions* of that *debt* — WE CAN DO NOTHING BETTER AS GOOD AMERICANS — THAN TO EMULATE HIS CONDUCT. —

PATRIOTIC TOASTS AND CONCLUSION QUOTATIONS

Here's to our dear Country,

May our Country ever be in the right,
But right or wrong, our Country!

Its citizens a patriotic band!

The victors in every fight!

America, I love thy name

'Tis music to the ear.

It puts grim tyranny to shame

And dries the captive's tear.
It bids the weary and oppressed
From thralldom to be free.
It stirs within the captive's breast
A thrill of ecstasy.

America, land of the free,
Ever shall thy name a synonym of Freedom be.

Here's to the land whose greatest boast,
Is Liberty from coast to coast.
From land to land, from sea to sea,
Its citizens both brave and free.

I love thy great and glorious flag,
Its white and crimson bars;
Its azure from the sky above,
Its galaxy of stars.
Long may that flag in triumph wave,
O'er the home of the free and the hearts of the brave.

No bigger country in all the world
No greater flag was e'er unfurled.

Here's a toast to America.
The biggest, grandest, noblest, best of countries.

Here's to Uncle Sam. May he and Miss Columbia
live in peace and happiness, and raise their one
hundred and ten million children in comfort and
prosperity.

PART V

CLASSIC ADDRESSES

THE speeches of American statesmen are well worth studying, both from the viewpoint of the style and for the noble, patriotic sentiments they implant. Our representatives in Congress, our generals in the field, and our presidents have all left enduring words that convey to us their message of caution, admonition or encouragement. Many of these discourses breathe with the same heroic life, and have the same power to arouse our enthusiasm as when they were uttered.

It is not our purpose to reprint many of these classic discourses:—they may be found in books devoted to that purpose. We cannot refrain, however, from presenting a few speeches by prominent Americans, which are acknowledged the best of their kind.

There is no striving after oratorical effect in the discourses we have selected. They are simple and dignified, and carry a message that appeals to every true American. They will live as long as the Flag and inspire both the native born and the alien citizen to higher thoughts and better deeds. They are good models to study, and standards for comparison.

ADDRESS at GETTYSBURG,

Nov. 19, 1863

Abraham Lincoln

¹Four score and seven years ago,—our *fathers* brought forth upon this continent a *new nation*—²conceived in *liberty*,—³and dedicated to the proposition that *all men are created equal*.—⁴Now we are engaged in a *great civil war*,—testing whether *that nation*—or *any nation* so conceived and so *dedicated*—can long *endure*.—⁵We are met on a *great battle-field* of the war.—⁶We have come to dedicate a *portion* of that field as a final *resting place* for those who here gave their lives that the nation might live.—It is altogether *fitting* and *proper* that we should do this.—⁷But in a *larger* sense—we cannot *dedicate*,—we cannot *consecrate*,—we cannot *hallow* this ground.—The brave men,—⁸living and *dead*,—who *struggled* here,—have *consecrated* it far above our power to add—⁹or *detract*.—The world ¹⁰will little *note* nor long *remember* what we say here,—but it can never forget what *they did* here.—¹¹It is for *us*,—¹²the living,—rather—to be *dedicated* here to the unfinished work which they who *fought* here—have thus far so nobly *ad-*

vanced. —⁷It is rather for *us* to be here dedicated to the *great task* remaining *before us*, — that ¹from these honored *dead* we take *increased* ^ *devotion* to *that cause* for which they gave the last full *measure* of devotion; — that ²we here highly *resolve* that these *dead* shall not have *died in vain*; — that ³this nation —under *God*, —shall have a *new birth* of freedom, —AND THAT GOVERNMENT ⁶OF THE PEOPLE, —⁶BY THE PEOPLE —AND ⁶FOR THE PEOPLE —SHALL NOT PERISH FROM THE EARTH.

CALL for a DECLARATION of WAR

Woodrow Wilson

¹The world must be made safe for *Democracy*. —Its peace ³must be planted upon the tested foundations of *political liberty*. —We have ⁵no *selfish* ends to serve. —⁶We desire no *conquest* or *dominion*. —⁶We seek no *indemnities* for ourselves, —⁶no *material compensation* for the sacrifices we shall freely make. —We are ⁷but *one* of the champions of ⁸the rights of *mankind*. —We shall be *satisfied* when these rights have been made as secure as the faith and the freedom of nations can *make them*. —There are, —it may be, —⁷many *months* of fiery *sacrifice* ahead of us. —It is a

fearful thing to lead this great and peaceful people into war.\ —

‘But the *right*’ is more precious than *peace*,\ —and we shall *fight* for the things which we have always carried nearest to our hearts,\ —for *democracy*,\ —¹⁰for the right of those who submit to *authority* to have a *voice* in their own *governments*,\ —¹⁰for the rights and liberties of *small* nations,\ —¹⁰FOR THE UNIVERSAL DOMINION OF RIGHT BY SUCH A CONCERT OF FREE PEOPLES AS SHALL BRING PEACE AND SAFETY TO ALL NATIONS—AND MAKE THE WORLD ITSELF AT LAST FREE.\ —

To *such* a task ³we can dedicate our lives and our *fortunes*,\ ⁶everything that we *are*\ —⁶and everything that we *have*,\ —with the pride of those who know that the *day* has come when America is *privileged* to spend her *blood* and her *might* for the principles that gave her birth and *happiness*\ —and the peace which she has *treasured*.\ —⁹God *helping* her,\ —she can do no *other*.\

“A CENTURY *from the* BIRTH of WASHINGTON”

Daniel Webster

We are ²at the point of a century from the birth of *Washington*,/—and ¹*what* a century it has *been*.\—During its *course*,—the human mind has seemed to proceed ³with a sort of geometric velocity,/—accomplishing for human *intelligence* and human *freedom* more than had been done in tens of centuries *preceding*.\—⁴Washington stands at the commencement of a *new era*,/ as well as at the head of a *new world*.\—A century from the birth of Washington has changed the *world*.\—His country ⁷has been the theatre on which a *great part* of the change has been *wrought*;,\—and ⁴Washington,—*himself*,^—a principal agent by which it has been *accomplished*.\—His *age* and his *country* have been *equally* full of wonders.\—

¹If the prediction of the poet be *true*,/—if indeed it be designed by Providence that the *grandest* exhibition of human character and human affairs shall be made on *this* theatre of the *western world*,/—if it be *true* that:—

⁷“The first four acts already *past*,/

“A *fifth* shall close the drama with the day;,\—

⁵“Time’s noblest offspring is the *last*;”^—

how could this imposing final scene be *appropriately* opened or adequately sustained but ²by the introduction of *such* a character as our *Washington*. \ — ⁴He attained his manhood when that spark of Liberty was struck out of his *own country*, / — which has since kindled into a *flame* — and shot its beams over the *earth*. \ — In the flow of a century from its *birth* — ⁶the world has changed in *science*, / — ⁶in *arts* / — ⁶in the extent of *commerce*, / — ⁶in the improvement of *navigation*, / — ⁶in all that relates to the civilization of *man*. \ — ⁹AND OUR NOBLE FLAG HAS WON THE RESPECT AND ADMIRATION OF THE CIVILIZED WORLD. \

“*The* INFLUENCE of NATIONAL GLORY”

Henry Clay

We are asked what we have *gained* ¹by the *war*. \ — I have shown that we have lost nothing ⁶in *rights*, \ — ⁶*territory* or ⁶*honor*, \ — *nothing* for which we ought to have *contended*. \ — ⁷Have we *gained nothing* by the war? / — Let *any* man ²look at the degraded condition of this country *before* the war; \ — ⁴the *scorn* of the universe, \ — ³the contempt of *ourselves*, \ — and *tell* me if we have *gained nothing*. \ —

What is our *present* situation?—⁶Respectability and character *abroad*,—⁶security and confidence at *home*.—If we have not obtained the *full measure* of retribution,—yet our character and constitution are placed on a *solid basis*,—never to be shaken.—⁴The *glory* obtained by our gallant tars and by our soldiers on *land*,—⁸is that *nothing*?—

True—¹we had our *vicissitudes*.—There were humiliating events which the patriot cannot review without deep *regret*,—but the *great* account when it comes to be *balanced*—will be found vastly *in our favor*.—⁷Is there a *man*—who would obliterate from the proud pages of our *history*—⁷the achievements of Jackson, Brown and *Scott*,—⁷and the host of heroes on land and sea whom I cannot *enumerate*?—⁸Is there a *man* who would not desire a *participation* in the *national glory* acquired by war?—*Yes*, National Glory which must be cherished by *every* genuine *patriot*.—

⁴EVERY ACT OF NOBLE SACRIFICE TO THE COUNTRY,—EVERY INSTANCE OF PATRIOTIC DEVOTION TO HER CAUSE—HAS ITS BENEFICIAL INFLUENCE.—⁸A NATIONAL CHARACTER IS THE SUM OF ITS SPLENDID DEEDS.—

The POLICY of WAR. 1864

Carl Schurz

I entreat you, think for *yourselves*.[\]—⁶As patriots,[\]—⁶as men of honor,[\]—think of the future of your country.[\]—It can be peaceful and prosperous ⁴*only* when founded on a union in which the spirit of liberty and justice *reigns supreme*—and the rights of man are held *sacred*.[\]—As citizens of a great *republic*.[/]—²Think of the *duty* we owe to mankind.[\]—

It rests with *us* ⁷to furnish to the world the *conclusive proof* that a *Republic*,[/]—organized on the *largest scale*,[/]—may have in *itself* elements of order and *strength*,[\]—and to carry the liberties of the *people* and the security of *society* safe through the turmoils of *dissension*.[\]—

Let the people of the United States declare—⁹that if the cause of *Union* and *Liberty* *requires* they should continue to *fight*.[/]—¹It is their own *free will* to give up their sons to their country and *fight*.[\]—⁷It is their own *free will* to bear whatever burdens the struggle may bring *with it*.[\]—It is their own *free will* to submit to whatever ⁶*sacrifices*,[\] ⁶*trials*[\] and ⁶*hardships*,[\]—the cause may *impose*.[\]

It is *thus* that the sovereignty of the people

will be *vindicated* by the moral heroism of the *people*.\ —Thus this republic,\ —out of her greatest *trial*\ —evolving her greatest *triumph*,\ —⁸will become *worthy* of her proud stand at the head of the *century*,\ —and ⁹THE FLAG OF THIS COUNTRY,—IN WHATEVER QUARTER OF THE GLOBE IT MAY APPEAR,\ —WILL BE HAILED AS A LIVING PROOF OF THE FACULTY OF MAN TO GOVERN HIMSELF.\

PART VI

STOCK GESTURES

Suggested for Occasion Speeches

IN marking the speeches in this book, small numerals from 1 to 10 have been used to designate appropriate gestures. The following ten illustrations, similarly numbered, show the gestures referred to.

No. 6 is the gesture of Enumeration. If several objects or thoughts are to be enumerated, the hand makes a short downward and receding stroke for each. By this method the speaker can enumerate any number of ideas, but if used in excess of five or six, it is liable to become monotonous. No. 7 is similar to No. 6, except that the hand remains stationary. It is used in appeal or when only one thought is expressed.



*No. 1. Gesture of Direction.
Suggests a near-by object or thought.
Use either hand, palm down. The
eye follows the hand.*



*No. 2. Gesture of Direction.
Suggests an indeterminate distance,
a far-away thought or idealized
statement. Palm down. The eye
does not follow the hand.*



*No. 3. Gesture of Direction.
Both hands. Indicates a broad
expanse, or the inclusion of many
ideas. Palms down.*



*No. 4. Gesture of Direction.
Designating a lofty thought, or an
object high above the ground,—the
sky or a flag. The finger points.
Either hand.*



*No. 5. Gesture of Negation.
Indicating opposition to an idea,
or denial. When the hand moves
forward, it indicates abhorrence.
Palm outward.*



*No. 6. Gesture of Enumeration.
Used in stating a number of al-
lied thoughts or facts,—the hand
making a downward and receding
stroke for each enumeration.
Either hand or both.*



No. 7. Gesture of Appeal. Used in presenting an argument, appealing for a decision or asking a question. Either hand, palm up.



No. 8. Gesture of Appeal. Same as No. 7, both hands. It is more inclusive. In a climax, use No. 7, first the right hand then the left, and finally both hands.



No. 9. Gesture of Appeal. Pointing heavenward; — indicates patriotism, devotion or invoking a higher power. One hand or both.



No. 10. Gesture of Emphasis. The clenched fist suggests determination or force. Accompanied by a downward stroke, it is the climax of determination. One hand or both.

**This book is under no circumstances to be
taken from the Building**

AUG 7 1921

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